

MICHIGAN TRADESMAN

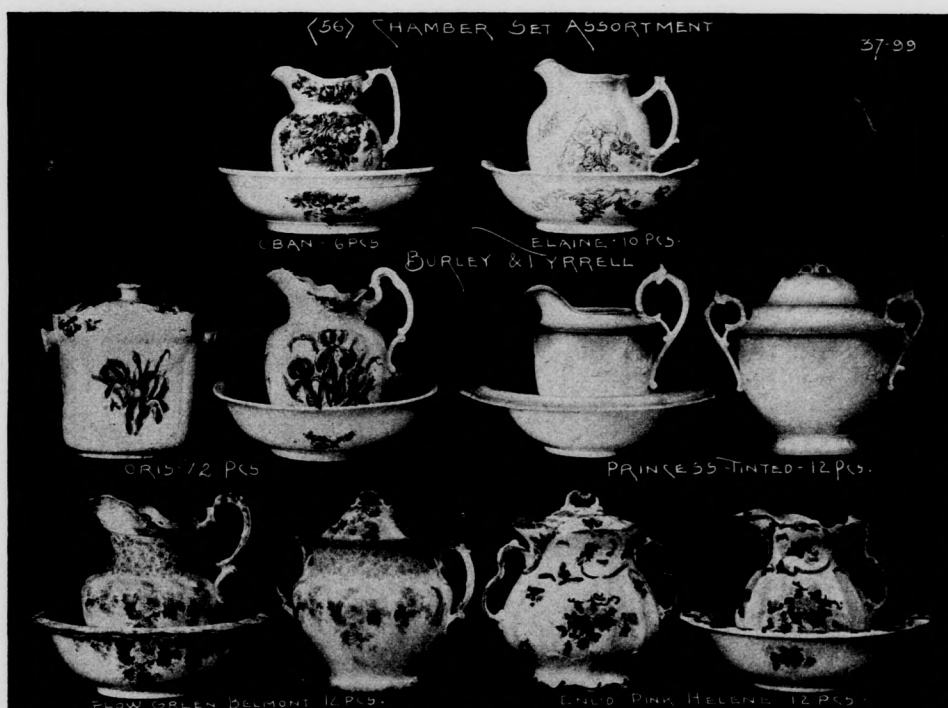
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 26, 1899.

Number 827

The
Latest
Ideas
In
Chamber
Sets
from the
Best
English
Patterns



Newest
Outlines
Choicest
Colorings
and
Most
Artistic
Designs
Ever
Offered

Let us have your order
for a sample package

ASSORTED PACKAGE OF CHAMBER SETS	
1 only, 6-piece Oban, choice of colors—green, brown or pink.....	\$ 1 50
1 only, 10-piece Elaine, choice of colors—green or pink.....	2 25
1 only, 12-piece Oris, choice of colors—green, pearl, brown or pink.....	4 00
1 only, 12-piece Princess Tinted, choice of colors—light and olive green or pink.....	6 65
1 only, 12-piece Flow Green Belmont.....	6 50
1 only, 12-piece Pink Helene, enameled and gold stippled.....	8 00
	\$28 90
Less 10 per cent.....	26 00
Package, 75 cents.....	26 75

Just the thing to tone
up your stock!

We sell to

dealers only

Burley & Tyrrell

42-44 Lake Street,

Chicago.

UP TO DATE

If you wish to be UP TO DATE and have the UP TO DATE trade of your city you must make your purchases from UP TO DATE houses; then you will have UP TO DATE goods. We are now prepared to furnish you with such well known cigars as

The Princess Louise, La Rosa Espanola, Hoffman House Boquet, American Inventors, Barrister, Little Barrister, Gloria, Capt. Corker, Hemmeter's Champion, Red Rooster, Portuondo, Mr. Thomas, New York Life, Lillian Russell--in fact, anything you want in the Cigar Line.

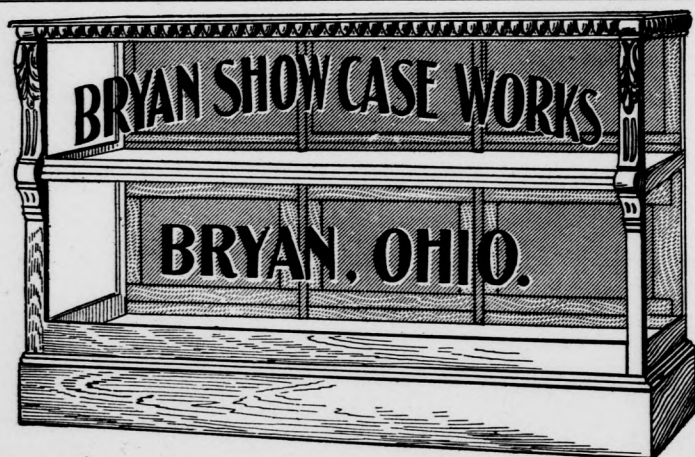
PHELPS, BRACE & CO., Detroit, Mich.,

The Largest Cigar Dealers
in the Middle West.

F. E. BUSHMAN, Manager.



This Showcase only \$4.00 per foot.
With Beveled Edge Plate Glass top \$5.00 per foot.



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.

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.



**TO-DAY IS
YESTERDAY'S
PUPIL**

Grocers are fast learning that it pays to handle only reliable goods. The

**SILVER BRAND
CIDER VINEGAR**

has behind it years of reputation to back up the statement that there are no better goods made.

**Genesee Fruit Co.,
Lansing, Mich.**

The finest sweet cider, prepared to keep sweet.
Furnished October to March, inclusive.

MAIL ORDERS Given Best Attention.

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.

Sunlight at Night!

Queer, isn't it?

The Sunlight Gas Lamp



Does the work at all times and all the time.

One quart of gasolue 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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 26, 1899.

Number 827

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.



Investigate our system before placing your collections.

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 26 to 31 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed.



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.

Tradesman Coupons

Save Trouble.
Save Money
Save Time.

IMPORTANT FEATURES.

- PAGE
2. Dry Goods.
4. Around the State.
5. Grand Rapids Gossip.
6. Woman's World.
8. Editorial.
9. Editorial.
10. Shoes and Leather.
12. Peculiarities of the G. R. Market.
13. Observations by a Gotham Egg Man.
14. Getting the People.
16. They Couldn't Go Back to Indiana.
17. Commercial Travelers.
18. Drugs and Chemicals.
19. Drug Price Current.
20. Grocery Price Current.
21. Grocery Price Current.
22. Hardware.
23. Telephone Topics.
- Hardware Price Current.
24. Gotham Gossip.
- Business Wants.

The Grocery Market.

Sugars—The raw sugar market continues firm, showing an advance of 1-16c over last week, and 96 deg. test centrifugals have been sold at 4 7-16c. There is still a very heavy demand for refined, with no change in list prices, but some grades of softs are still being shaded 1-16 to 1-8c. The difference between raws and refined is now 76c, which affords a good profit to refiners. The statistical position shows stocks in the United States and Cuba together of 335,587 tons, against 407,679 tons last year, a decrease of 72,092 tons under last year.

Canned Goods—The market for canned goods of all descriptions is very firm, with large sales and prices showing an upward tendency. Corn seems to be in an unusually favorable position. It is reported that the probable future pack is all cleaned up everywhere, except in New York State, and the indications are that buyers will take all packers will sell there before the season is over. Late reports indicate that the crop will be unusually large and of good quality, and the pack promises to be the heaviest for years. The outlook for corn is very promising. Sales continue on a liberal scale at well sustained prices, but canners are not taking large orders under present conditions. Sales for future delivery are reported heavier than for some years, although no figures are obtainable regarding the approximate pack. The sales of future tomatoes this year have been very large—probably the largest on record—and it is probable that present prices will be maintained as a matter of self-defense, because almost every tomato packer is loaded down with future orders, and again, the cost of producing them is about 12c per dozen higher than it was last year, while the sales have been made on the same basis as the opening price last year. The carryover, compared with previous years, is small, which has a strengthening influence on the market and causes packers to insist upon high prices for futures. Crop reports indicate that the pack will be about as large as was previously estimated, and the quality of the product promises to be up to the standard. String beans promise to be short. There is a shortage in green stocks at some points and

some canneries have been obliged to suspend temporarily because of the impossibility of securing green supplies. Advices from Baltimore say that an unusual interest has developed in lima beans, which are in small supply and apparently much wanted. From Portland, Me., comes the information that the blueberry outlook is the poorest the State has known for years. Shipments of green fruit have fallen off and packers are unable to fill orders taken ahead. The spot price of gallon apples has been reduced to the future gallon basis by the arrival of early fall packed goods from Baltimore. While these goods will temporarily supply the market, they are not goods that can be held with satisfaction, and in ordinary years they would not be packed. New York State and Michigan packers put up nothing but winter fruit and will not begin operations before the middle of September or the first of October. In the meantime, the market will be supplied with these fall packed goods from the South. Nothing is offered in new pack gallon apples packed from winter fruit, as packers have sold all they dare to sell under the present outlook for winter varieties. Salmon continues firm at about previous prices. The demand is very strong, especially for Alaska grades, and prices are steady on all varieties. Advices from the coast indicate some improvement in the catch on the Columbia River and Puget Sound. It is reported from Eastport, Me., that the sardine fish have moved off the coast and several of the factories have had to close down for lack of supplies. Owing to the high prices, lobsters meet with only a small sale. New pack have not arrived in this market yet and deliveries are reported very slow this year, on account of the light pack. Other lines are practically unchanged from last reports. Sales are fair at about previous prices, with firmness developing all along the line.

Dried Fruit—The dried fruit market is not very active, with only a few small sales for immediate consumption. Apricots attract some attention, and there may be heavy sales later, though so far as known up to date, the quantity purchased has been small. Sales will be larger later, more particularly if the reported output is less than 500 cars, the latest estimate given. Peaches are in rather more demand, but all spot supplies are so firmly held that business is small. The new crop will not be here for some time and holders are confident that they can dispose of all their goods at profitable prices before new goods arrive. Raisins are quiet and unchanged, with trade limited to only small consumptive orders. Crop prospects continue favorable, and the output for this year is expected to be large, probably as large as last season, and some say possibly larger. Arrangements made by the Association and the information received from California indicate that prices will rule higher than last year. There is nothing new in the prune market. There will undoubtedly be a large export demand this year, especially from France, where the crop

will be very short, only about one-third of the average. The California crop this year will undoubtedly be very large; it is now estimated that it will be at least 70,000,000 pounds. Trade in evaporated apples is not large, but there is a steady consuming business which keeps the market in a fairly good condition. Crop reports are conflicting, but as nearly as can be estimated, New York State will have about 35 per cent. of an average crop, with Michigan and Illinois about 40 per cent., while the estimated yield for the country will be about one-half of an average crop. Dates are easy at about previous range of prices. All stocks are held firmly up to quotations. Crop reports continue favorable, but just what the output will be is uncertain. Figs move slowly, demand being limited to present consumptive requirements, which at this season are small. Reports from Smyrna indicate a fair yield, about what has been previously estimated. There will be a good sale this season, owing to the shortage last season.

Fish—Receipts of mackerel are very light and prices are continually advancing.

Tea—The demand for tea is improving all the time and the market shows up better now than it has for some time past.

Rice—The demand for rice is somewhat better than it has been for some weeks and stocks are being cleaned up. The first of the new crop Louisiana rice is reported just received. The condition of the grain is immature and no amount of commercial importance is expected for some weeks to come.

Green Fruits—Lemons show but little or no advance except on some fancy grades. Prices rule steady, with a somewhat improved demand, owing to the warmer weather. Bananas remain about steady, with only small sales for immediate consumption.

Nuts—The peanut market is strong, with a good demand.

Molasses and Syrups—The demand for both molasses and syrups is very light during the warm weather and prices on glucose syrup have declined 1/2c per gallon, with a corresponding decline on cases.

Hides, Pelts, Tallow and Wool.

Hides are scarce and prices strong, with all the advance one can induce purchasers to pay. Any price asked is above what will yield a profit to the tanner.

Pelts are in good demand at a strong advance and are taken readily without much dickering or haggling.

Tallow is stronger by 1/4@1/2c and wanted. There is no accumulation.

Wools are selling freely at the advance, but a still further advance is checked by manufacturers, while speculators seem ready to take all offerings. Holders are strong in their views, as every indication here and abroad is for a higher range of values. Considerable is changing hands East and West and there is some demand for export, while our people are buying for import.

WM. T. HESS,

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown cottons are in active demand. There is also improvement to be noted in the request for bleached cottons. There are more orders, but individually they are no larger in size. Prices are all reported firm in medium and fine goods. Lower grades are somewhat easier to buy, although not actually weak. Wide sheetings are quiet. Cotton flannels and blankets show no marked change, either in the price situation or in the demand. Denims are called for by the cutting up trade in fair quantities, and other coarse colored cottons are showing more life, and the interest in them is growing.

Prints—The most important point in the market since our last report is the reduction in certain lines of prints of $\frac{1}{2}$ c per yard. Four lines of prints adopted $\frac{5}{8}$ c per yard, although the other lines of similar grades were quoted at 5c per yard. It has been found that these prices could not be maintained by all, hence the reduction. All will very likely be reduced to the basis of 5c per yard by the time this reaches the hands of its readers. The value of the lines which have been reduced is not enough better than other 5c lines. This action has been construed by the buyers as a sign of weakening in the market, but as a matter of fact the print market was never in a healthier or stronger position than to-day. There has been an enormous amount of fancy prints sold for fall, and reordering has begun on a generous scale. The lines that were quoted at 5c per yard and under are not only very firm, but on their part show signs of advancing.

Staple Gingham—Are enquired for, but are not easy to be found. The market is pretty well oversold on these goods. This renders it difficult to do business, and keeps prices very firm. Madras fabrics and percales have sold well to the manufacturing trades. Turkey reds, indigo blues and other similar lines have enjoyed a steady sale, and prices are firm.

Underwear—The retailers are selling large quantities of fancy underwear and are ready to place orders with the jobbers for good-sized stocks as soon as the time for doing so arrives. The jobbers know this and will prepare their stocks accordingly. The thorough way in which the light weight stocks have been cleared out this season, and the fact that the mills have been forced to manufacture light weight goods far later than is customary, make it probable that there will be a scarcity of light-weight goods, and the far-sighted buyer will place his orders as early as possible and for as large quantities as he really feels he can use during the season. This does not mean that it would be wise to speculate, but to use good judgment in regard to early purchases and thereby avoid as far as possible the annoyance of finding stock short, and that additional supplies can not be got from the manufacturers or jobbers until too late to be of any material benefit. The duplicate orders for heavy-weight underwear from the jobbers have included a considerable proportion of fleeced goods, but great care is being exercised in examining these goods on account of the poor quality of the deliveries made earlier in the season. There is a very limited business coming forward for imported underwear. The deliveries are just beginning to be

made of goods ordered for fall. The retail trade are calling for some goods to fill out the balance of the season, and reassert their stocks of merino, gauze and swiss ribbed goods. There is every reason to expect an active fall business, much larger than in previous seasons.

Hosiery—The importers of hosiery have received quite a number of good orders during the past week to finish up the season's business, and the prospects are that this will continue throughout the present month and possibly into August. The principal demand for domestic goods during the past week has been for lines that will retail at 25c and under. In seamless hosiery, business is tending strongly towards better grades.

Carpets—The jobbers of all kinds of carpets report thus far a very satisfactory amount of business done this season. The average retailer has placed orders with more freedom, as he finds his customers fully employed as compared with other seasons. The holidays and midsummer period have checked business temporarily. This is always expected at this time. The demand for better goods this season plainly indicates that the buyers realize that if they want a first-class article which will give satisfaction they must pay more money. With the advance in tapestry and velvet carpets during the month of June and since July 1, the ingrain manufacturers have plucked up courage in some instances to consider the advisability of an advance on August 1 of standard extra supers of $2\frac{1}{2}$ c per yard. While the orders at old prices up to this time have been large, the prospect of an advance may induce buyers to place larger orders while there is yet a chance at old prices. This is but the natural result of a hardening wool market, coupled as it is with an advance on filling and warp yarn. While special makes of extra super ingrain have been sold from the opening of the season at 44 and 45c, other grades, selling at $42\frac{1}{2}$ c, will now be advanced to 45c. The carpet trust, which was the all-absorbing topic for weeks among the manufacturers of all kinds of carpets, is seldom mentioned now, as it is generally understood to be practically dead. With the return of prosperity the average manufacturer is content with the prospect of increasing business at more remunerative prices.

Financial Notes.

The fact that Hon. Edwin F. Uhl has joined his son, David E. Uhl, in the purchase of stock in the Fifth National Bank naturally revives the rumor that the Fifth National will be merged into the reorganized Grand Rapids National Bank when the charter of the latter expires next year.

The manner in which investors are declining to place confidence in industrials is strikingly illustrated in the effort of the American Writing Paper Co. to float its bonds. Five per cent. gold bonds to the amount of \$8,600,000 were offered for sale, but only \$1,800,000 was taken. This leaves the company with nearly seven millions dollars of its own bonds which it must sell in order to carry out its agreements with the twenty-seven papermakers whose mills have been absorbed by the trust. Unless some way is found to foist these securities on the market, the proposed writing paper trust will probably languish by the way-side.

The Procter & Gamble Co. has declared a 6 per cent. semi-annual dividend on the common stock, payable Aug. 15.

The proposed amalgamation of wholesale drug houses, which has been a dead issue for several weeks, is still being agitated by the promoter, an impecunious New York lawyer, who evidently has some ulterior motive in continuing the effort to round up the various jobbing druggists—a plan, by the way, which never was practicable and never found lodgment in the mind of any sensible person.

Why He Was Faithful.

"I think the man who works at that place across the street is the most faithful and conscientious workman I ever saw. He never takes a holiday, and always labors away until it's too dark to see any longer."

"Faithful workman? Great Scott! He's the proprietor of the shop!"

When a man begins to raise the devil, he always lowers himself.

Talked His Arm Off.

The boys tell on one of the Southern traveling men that while he was expounding the good merits of his line of shoes to one of the rural storekeepers, and had been talking for half an hour on a string, the merchant suddenly reached for a screw driver, excused himself and went into a back room.

"What is he going to do?" asked the salesman of one of the clerks standing around.

"Oh," replied the latter, "he has a wooden arm and just stepped in there to screw it on a little tighter. Guess it was coming off."

The salesman packed up and left.

Shipping produce first and enquiring as to responsibility of the firm shipped to afterward is doing business the wrong way. Always enquire before shipping, and thus avoid the risk of loss.

....BUY....

GOLD SEAL RUBBERS

They are Pure Gum and the best made. Send for price list to

GOODYEAR RUBBER CO.

382-384 E. WATER ST.,

MILWAUKEE, WIS.

W. W. WALLIS, Western Manager.

SAVE 20 PER CENT.

By buying your fall line of neckwear from us. We do not claim that our prices are that much lower than others, but we do claim that our assortment of popular priced ties will outsell any line shown in Western Michigan. That's where the saving comes in. We show you the same nobby effects in 25 and 50 cent goods that New York and Chicago have in the high priced lines. Puff ties promise to be good sellers this fall. You will not make a mistake if you buy liberally.

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods,

Grand Rapids, Mich.

Cut in Two

That is what we have done to the prices on all our Light Colored Lawns, Dimities and Percales. Now is the time to send in your order and secure one of the greatest bargains of the season.

P. STEKETEE & SONS,

Wholesale Dry Goods, Grand Rapids, Mich.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS
by Special Warrant

To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

COLMAN'S



MUSTARD

In the High Court of Justice.

J. & J. COLMAN, LIMITED

-

Plaintiffs.

AND

GORMAN, ECKERT & CO.

-

*Defendants.*TO THE PUBLIC.

TAKE NOTICE that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said injunction; and to pay certain damages therein fixed together with the costs of the action.

CAUTION.

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the market, displaying a Trade Mark liable to be confounded by the Public with their well known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them infringe on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

Around the State

Movements of Merchants.

Armada—Fred A. Kipp continues the grocery business of Kipp & Torrey.

Jackson—Geo. H. Winslow has opened a grocery store at 1104 Francis street.

Flint—Albert M. Dodds succeeds Bert M. Garner in the undertaking business.

Saginaw—D. B. Pelton succeeds D. B. Pelton & Co. in the clothing business.

Charlotte—J. H. Hageman is now established in his new grocery store in the Foster block.

Beulah—John A. Gibb, formerly of Muskegon, has engaged in the drug business here.

Rochester—Stone & Case are succeeded in the hardware business by Teniken & Case.

Detroit—The Robbins Pharmacy, Limited, succeeds David L. Robbins in the drug business.

Laingsburg—The produce firm of Whitney & Bailey has been dissolved by mutual consent.

Hermansville—John G. Neiman succeeds Buch & Neiman in general trade and the meat business.

Romulus—Seestadt Bros. continue the furniture manufacturing business of the estate of Henry Seestadt.

Benton Harbor—Rounds, Warner & Co., bankers and brokers, are closing out their banking business.

Jackson—Geo. E. Lewis has removed his grocery stock into his own building just vacated by Wm. Sparks.

Beulah—Frank L. Orcutt succeeds Orcutt & Moeller in the general merchandise and produce business.

Muskegon—Towne Bros. have just sent out another wagon to introduce their line of groceries and druggists' sundries.

Union City—Geo. Spring, hardware dealer at this place, has begun the erection of a two-story brick block, 22x70 feet in dimensions.

Hillsdale—The stock of boots and shoes owned by B. E. Hinkle & Co. has been sold to W. R. House, of Kalamazoo, and removed to that city.

Kalamazoo—The grocery firm of A. B. Scheid & Co. has been dissolved, A. B. Scheid retiring, A. P. Scheid, the remaining partner, succeeding.

Jackson—Oscar E. Robbins has purchased the grocery stock and fixtures of O. E. Topping and will continue the business at 607 East Main street.

Stittsville—I. H. Peck and Glenn Peck have formed a copartnership under the style of Peck & Son and engaged in the meat and camp supply trade.

Jackson—Wm. Sparks has removed his grocery stock from 702 South Milwaukee street to his new store building at the corner of Center and Ganson streets.

Ludington—Hans Clausen has sold his grocery stock to his son, Charles Clausen, and J. P. Asplund, who will continue the business at the same location.

Grandville—Geo. Hammond has purchased the interest of Henry H. Maston in the general stock of Maston & Hammond and will continue the business in his own name.

Muskegon Heights—E. C. Baumfield, general dealer, has removed his stock to the new double store building recently built for him a few doors west of his former location.

Lake City—The hardware firm of Winter & Bielby has been dissolved, Mr. Winter selling his interest to Mr. Bielby, who will continue the business in his own name.

Conklin—A. Conklin has taken possession of the entire drug stock and enough of the general merchandise stock owned by John Gossard to satisfy a mortgage on same.

Hart—E. A. Noret, implement dealer, is erecting a two-story double brick block with plate glass front. It will be arranged with store space on the first floor and with offices on the second floor.

Douglas—L. W. McDonald has purchased the interest of his partner, Geo. H. Plummer, in the dry goods, grocery, shoe, hardware and implement business and also in the double two-story brick store building.

Stockbridge—Trim & McGregor have sold their stock of general merchandise to Frank V. Flower and Alex. Boutell, of Ypsilanti, who have taken possession of the stock under the firm name of Flower & Boutell.

Jackson—J. B. Champlin has purchased the grocery stock and fixtures of J. W. McLetchie at 501 First street and added to it his stock at 411 First street, removing to the former location. Mr. McLetchie has resumed his former occupation of commercial traveler.

Barryton—The hardware and furniture firm of Wilson, Geiger & Co. has been dissolved by mutual consent, Mr. Wilson retiring from the business. His place in the firm has been taken by C. J. Cawley, of Greenville. The new firm will carry on business along the same lines as before.

Allegan—Chas. B. Thomas has purchased the drug stock and fixtures of the City drug store, bought by H. F. Marsh a few weeks ago of W. L. Baldwin, and is preparing to move them to Cassopolis, where he will go into business for himself. He was formerly pharmacist in W. J. Garrod's drug store.

Manufacturing Matters.

Bay City—The hardwood lumber firm of L. E. Noyes & Son has been dissolved, Lyman E. Noyes succeeding.

Ovid—The new grist mill which is being built by Robert Hyslop will be ready for operation in about two weeks.

Ravenna—H. C. Starks has decided to erect and equip a flouring mill at either Moorland or Franksville. Both towns are bidding for the institution.

Jackson—The firm of Keeley & Crowley, boiler makers and plumbers, has been dissolved. Mr. Keeley has opened a shop on West Pearl street and Mr. Crowley continues business at the old stand.

Detroit—The Continental Paper Package Co. has filed articles of incorporation. Capital stock, \$12,000. The incorporators are John Archer, Charles E. Wisner and George W. Wool, equal shares.

West Branch—Work on the new flouring mill being built by the West Branch Milling Co. is progressing nicely and it will be completed and running by Sept. 1. It will have a capacity of 50 barrels of flour daily, and will be much appreciated by the farmers of Ogemaw county.

Detroit—The Best Wire Fence Co. has filed articles of incorporation. The capital is \$40,000, of which \$10,520 is paid in. The stockholders are: Charles F. Farrar, Howell, 900 shares; Alfred A. Mann and William F. Schmeltz, of Detroit, 75 shares each, and Lemuel H. Foster, Detroit, 2 shares.

Benton Harbor—J. Sanford Harger, President of the Premier Acetylene Generator Co., of Chicago, came here last Thursday to adjust one of his gas machines which refused to work. An explosion followed. Three bad holes were blown in his face. A doctor was called and took a dozen stitches.

Status of the Michigan Apple Crop.

The Tradesman recently addressed enquiries to gentlemen located in the different apple districts of the State as to the condition of the crop. The replies thus far received are as follows:

H. Montague, Traverse City: The yield is reported as quite uneven—some orchards a full crop, others a half crop, and a few with very little fruit. We would infer from all information that we will have about two thirds of a crop. The quality is said to be fair. The first shipment of early apples was made from Old Mission yesterday, July 23, via Steamer Charlevoix for Chicago. This is the earliest shipment we have ever heard of from this section, and we are of the opinion that apples on the trees are more advanced than common at this time of the year.

A. B. Taylor, Saugatuck: So far as I can learn, there will be about one-third of an apple crop on the Lake shore. Quality of early apples, poor. Seasonable weather is causing them to ripen full earlier than usual. Winter apples seem to be somewhat less than usual but the quality will be above the average.

C. J. Monroe, South Haven: The apple crop in this vicinity bids fair to be one of the best, as to quality and quantity, we have raised in years. It looks now as though the crop would mature earlier than usual.

E. H. Lake, Holly: Our apple crop will be about 50 per cent. of an average crop. Do not think rain will make the crop earlier, unless followed by plenty of rain from now on. It has stopped the excessive falling off and made them normal size at this season, but no excessive growth. We are again in need of rain for spring crops, such as beans and potatoes, although not suffering. Everything at present writing is looking finer than usual at this season.

Samuel Moffett, Flint: Report of apple crop for this vicinity is not encouraging. The early fall apples are almost a total failure and winter apples do not promise over one-quarter to one-half of an average crop. The few early apples that are coming into market are very inferior, both in size and quality.

L. Frensdorf & Son, Hudson: We find the general opinion to be that the apple crop will be a very light one. The apples are small and a large percentage of them have fallen.

Evolution of the Floorwalker.

Notwithstanding the remarkable progress of the Nineteenth Century, men have not forgotten their old idea of hospitality, but it has been developed in new fields. With all the huge associations and conventions which the last fifty years has brought forth, the "reception" committee has been brought to its perfection, and there has been a division of labor among such other committees as the entertainment, refreshment, and so on, so that the wheels of progress along many lines have been oiled with good feeling. But in business, too, has this been the case. No large modern establishment is now without its floorwalker. He is an evolution from the reception committee. In the language of the ragamuffin he might be called the official "jollier" of his concern.

In the olden times when mercantile establishments were not of the prodigious size that they have of late attained, there was no need of such an official as the floorwalker. One shop had tallow candles for sale, another

powder and bullets, and a third shoes, and each often had but the one person in the three titles—proprietor, clerk, and floorwalker. But times have changed, and buildings have grown story by story, until it is without the power of the customer to tell, as he enters a store, just what is for sale there. Like as not the tallow candles, powder and shot, and shoes can all be found under the same roof, with many things besides. People would be absolutely lost in many of the big department stores if it were not for the presence of the men at the door to show them where to go, tell them on what floor this class of goods is to be found, or whether that is kept at all. So he has come to be an important part of the modern commercial house. He is like the reception committee in a modern church, whose purpose is to welcome the arrivals and make them feel at home. He must be a man of exceptional judgment, a good reader of human nature, pleasing presence, nice address, and must have an inexhaustible supply of good humor. He must read in the face of the man or woman who enters whether or not that person is in need of information, and also something of his or her disposition. He must be prompt in his offer of assistance to those whom he sees need it, and he must as well refrain from approaching those who do not need it. There are always some people who would prefer to be left to themselves when they go shopping and who resent any interference with their peculiar manner. These the floorwalker must be careful to avoid, or, if he does mistake them, to make his advances with such delicacy that they can not take offense. There are all sorts and conditions of men and women who shop, and the floorwalker meets most of them. He must, therefore, be tactful and cautious. But the trait that he must possess above all the others is that of being always jolly, of having a pleasant word and a smile for everyone who comes. He can have no "blue" days, not he, for people do not like being met at the door by a sour countenance and a moody look.

Death of H. K. Thurber.

H. K. Thurber, founder of the wholesale grocery house of H. K. Thurber & Co., at one time the largest establishment of the kind in the United States, died July 20 at Hailey, Idaho. He was born at Delhi, Delaware county, N. Y., 71 years ago, began his business career as a clerk in the Delaware Bank, and afterward embarked in the grocery business at Addison, Steuben county, N. Y. About 1858 he entered into partnership with the late John F. Pupke, under the firm name of Pupke & Thurber, doing business on Chambers street, New York. In 1866 this firm dissolved, and Mr. Thurber continued the business under the name of H. K. Thurber & Co., associating with him as junior partners, his brother, F. B. Thurber, and Stephen L. Bardash. In 1884 Mr. Thurber retired from the active management of the business, remaining, however, as a special partner in the firm, which then became Thurber, Whyland & Co.

The Boys Behind the Counter.

Manton—The Williams Bros. Co. has a new clerk in the person of Orson Park, of Alden.

Cassopolis—E. J. Hopkins has taken a position in the grocery store of Grant C. Underhill.

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

Grand Rapids Gossip

A. Van Dusen has opened a grocery store at Bangor. The Musselman Grocer Co. furnished the stock.

Theo. Thompson has opened a grocery store at Cedar City. The Worden Grocer Co. furnished the stock.

C. Kos has opened a grocery store at 106 South Prospect street, purchasing his stock of the Olney & Judson Grocer Co.

Crandall & Moore have engaged in the grocery business at Pomona. The Olney & Judson Grocer Co. furnished the stock.

Jas. Bisnett, shoe dealer at South Arm, has added a line of groceries. The Olney & Judson Grocer Co. furnished the stock.

Jesse Van Duinen, formerly junior member of the grocery firm of Buys & Van Duinen, will shortly engage in the grocery business on East Fulton street on his own account. The Olney & Judson Grocer Co. has the order for the stock.

A. Vidro, the Stocking street general dealer, has taken possession of his new summer cottage at Highland Park. Mr. Vidro is one of those patient toilers who achieve success by keeping everlastingly at it and his friends rejoice with him in that he is on the sunny side of Easy street.

Stroup & Carmer, who have carried on a wholesale produce business several years at Perrinton, have removed to this city and engaged in business at 38 South Division street under the same firm name. The business will be under the direct personal supervision of F. E. Stroup.

At the meeting of the local grocery clerks, held last evening at the office of the Michigan Tradesman, a temporary organization was effected in preparation for the grocers' parade and picnic to be held Aug. 3 at Reed's Lake, and in which the clerks will take an active part. F. M. Sterling was elected chairman and Herbert Lehnen was made secretary of the temporary organization. A committee consisting of Jacob Hartger, Ernest Bratt, Frank M. Van Buren and F. M. Sterling was appointed to purchase costumes for the parade, which takes place at 10 o'clock in the morning of Aug. 3. Another meeting of the clerks will be held next Monday night.

It is a matter of common remark that no city of its size observes the early closing movement more generally than Grand Rapids. This movement was inaugurated by the Retail Grocers' Association, which is quite as remarkable for the things it has accomplished as the things it has not succeeded in mastering. A few small dealers in the suburbs continue to remain open beyond 7 o'clock, but the number is so small and the patronage secured is so meager that an isolated break in the ranks provokes no alarm. Occasionally some downtown dealer tries the experiment of keeping open beyond the schedule time, but the experience of a few evenings demonstrates that the people have ceased to buy goods except in the daytime to that extent that the evening trade does not pay for the gas burned. At a recent meeting of the Retail Grocers' Association a member stated that if the organization had never accom-

plished anything but the adoption of the early closing movement, that alone justified its existence.

To be out of fashion is like being out of the world. It is fashionable for people to go somewhere in the summer. No matter how much comfort they leave at home and how little they find at the places they go to, they must go, all the same. A local thinker insists that it is hotter at Ottawa Beach or Bay View than on your own piazza, but the summer resort remedy will assert itself, possibly for the simple reason that it involves a change in your mode of life. Health and scenery aside, where can you study human nature under circumstances so favorable as obtain at the summer resort? After a brief stay in the country you find yourself upon terms of the most intimate acquaintance with the animal world—the horses, cattle, dogs, poultry, mosquitoes and flies—and to have got quite an insight into the character of the humans with whom you are brought into contact. The average urban mortal upon changing over to country or shore seems to feel called upon to exhibit himself and to illustrate the show by a running account of his life and doings since babyhood. There may be more or less fiction in his story, but if you are possessed of ordinary analytic powers it will not be difficult to separate fiction from fact. It is worth going away to see the dress parade of the women. Sometimes it is the rule not to fix up. There is given you an opportunity to see what scarecrows the dear creatures can make of themselves—the city dear creatures, mind you; for the country women are at least picturesque in very nearly the same garb that renders the woman from the city what they call a "sight." When, on the contrary, the programme is a dress parade, it is worth going miles to see how the dress wearers will fuss and contrive to make the best possible display of their garmental treasures. There are, in short, scores of reasons for you to get away from town to one reason for remaining in it. Wherever you go you will return refreshed and with new ideas—and you know you are sadly in need of them.

Grand Haven Coming in Full Force.

Grand Haven, July 24—We are coming to the picnic of the Grand Rapids Retail Grocers' Association 1,000 strong. Have made arrangements for special train service over the D., G. H. & M. Railway and expect to arrive in Grand Rapids at 9 o'clock in the morning. We will close our doors during the day and expect that the dry goods and other dealers will do the same. We have appointed the following Vice-Presidents for the day: John Cook, Bert Bolt, D. Gale, A. Van Toll, P. VerDuin, John Hoffman, G. Vette, Wm. Baker, P. Van Lopik, J. Ball, J. M. Cook, J. Juistema, Stephen Brouwer, Ed. Hollestelle, John Boer, C. N. Addison, D. A. Lane, P. Van Woerkom, G. Vanden Bosch, K. T. Vanden Bosch, G. A. Bottje, Fred Pfaff, B. V. D. Boomgaard, G. Arkema, Aril Kooiman, G. L. Lagman and Jacob Baar; R. Osterhof, Ferrysburg; A. Falls, Geo. Schwab, John Mulder, Spring Lake; J. Stender, Agnew; Andrew White, Bass River; J. F. Parkhurst, Nunica.

JOHN VERHOEKS, Sec'y.

Glass Lamps Advanced.

Manufacturers of decorated glass lamps have advanced prices from 10 to 20 per cent. by common consent. If the present brisk trade continues a further advance may be made later. Many factories are unable to fill their orders.

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

The Produce Market.

Apples—Cooking stock is in plentiful supply at \$1.50@1.75 per bbl. Red Astrachans and Early Harvest command \$1.75@2.25 per bbl. Duchess fetch about 25c per bbl. more.

Beans—The growing crop is looking fine, but the rains which have been so frequent of late must stop for a time to enable them to pod well, as too much rain causes them to run to vines. The crop will be harvested in the southern part of the State from the 10th to the 15th of August and in the northern part from the 20th to the 25th of August, and, unless all signs fail and the damp weather of the past three months continues, the crop will be large and fine.

Beets—40c per bu.
Blackberries—\$1.25 per 16 qt. crate. The crop is nearly at an end.

Butter—Receipts on dairy grades are mostly so poor in quality that the retail grocers are compelled to fall back on factory creamery, which is in good demand at 18c. Fancy dairy commands 15c.

Cabbage—40@50c per doz., according to size. Receipts are large in amount and fine in quality.

Carrots—40c per bu.
Cauliflower—\$1 per doz.

Celery—16@18c per doz. Receipts are heavy and quality is superb.

Cucumbers—Greenhouse stock fetches 15@20c per doz. Garden stock commands 75c per bu.

Currants—Black command \$1.40 per 16 qt. crate. Red and White fetch 60@75c.

Eggs—Receipts are larger, but the quality is getting poorer. Dealers pay 10½@11c, holding choice candled at 13c and dirties and small eggs at 12c.

Green Onions—Silver Skins fetch 10@12c. Black Seed command 9@10c.

Honey—White Clover is scarce, commanding 12½c. Dark amber fetches 8@10c.

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

Live Poultry—The market is weak and lower, on account of the warm weather and the large number of people out of the city. Broilers are dull at 10@12c. Fat hens are in fair demand at 6@6½c, while medium hens are in strong demand at 7c. Spring ducks are in fair demand at 9c, while old ducks are slow sale at 7c. Hen turkeys find ready sale at 10c. Large turkeys are in fair demand at 7c. Squabs are in good demand at \$1.25 per doz. Pigeons are in fair demand at 50c per doz.

Muskmelons—Texas Rockyfords fetch \$1.25 per doz. Cantaloupes command 85c per doz. Little Gems are held at 60c per basket.

Onions—Home grown are in moderate demand at 75c per bu. Illinois stock is in fair demand at \$1.15@1.25 per bu.

Peaches—Alexanders are coming in freely, commanding \$1.50 per bu. and 40c per 1-5 bu. basket.

Pieplant—50c per basket of 50 lbs.

Peas—Marrowfats command 65@75c per bu.

Potatoes—Home grown is now coming in in sufficient quantities to meet the consumption and shipping demands of this market. The price ranges around 40@45c for choice stock, although a carload of wilted stock from the South was closed out Tuesday at 20c. July has been an ideal month for potatoes, inasmuch as we have had frequent showers which have penetrated the earth and cannot help having a good effect on the size and quality of the crop, except on heavy land, where the rains have tended to make the ground so moist that the growers cannot cultivate it. The acreage is certainly in excess of last year, many farmers having plowed up their wheat to put in potatoes.

Radishes—8c per doz. bunches.

Squash—Home grown commands 50@60c per bu. box.

Sweet Corn—10c per doz.

Tomatoes—Home grown are now in market, commanding \$1 per ½ bu. basket. The quality of the receipts thus far has been fine.

Turnips—35c per bu.

Watermelons—Missouri stock is in ample supply at prices ranging from 12@20c, with jumbos—weighing from 25

to 30 pounds—held at 22@25c. Indiana Sweethearts are expected to begin to arrive next week.

Whortleberries—Receipts are large, but the quality is generally poor, which has a tendency to hold down prices. Dealers pay \$1.50@2 for shipping stock, but some soft receipts have sold as low as \$1.

The Grain Market.

Wheat has hovered amid present low prices, as the receipts have maintained the large proportions until to-day, when there were signs of being a let-up, and the market at once became strong and made an advance of 1c. The trade at last seems to recognize the position the wheat market is in—that it is too low for present conditions; that is, the short crop. Threshers' returns are disappointing, with the exception of a few districts in Michigan. Farmers claim only about enough threshed for seed and bread. This certainly is not encouraging to the farmers. However, all of the other crops seem to be in fair condition, so they do not find much fault. The prices for cash and futures are identical with same day one week ago. The visible made another gain, but not as much as was expected, as it was only 1,462,000 bushels increase. This extremely hot weather is not very beneficial to the spring wheat which is not ripe.

Corn is rather off in price for futures, but it looks as if prices will be better, as the crop outlook is not as favorable as it was some days ago.

Oats remain firm, as the crop prospects are rather below average. Wet weather was a detriment to the crop.

Rye has, as was predicted, sagged off 4c per bushel for old crop since last week, and new crop is way below—nearly 14c per bushel.

Receipts of grain have been moderate, being 58 cars of wheat, 11 cars of corn, 6 cars of oats.

Millers are paying 67c for old and 55c for new wheat. C. G. A. VOIGT.

How Muskegon Is Coming to the Grocers' Picnic.

Muskegon, July 24—The members of the Muskegon Retail Grocers' Association and their guests are going to Grand Rapids via the G. R. & I. Railroad, leaving Muskegon at 8:10 a. m., and arriving at Grand Rapids at 9:30 o'clock. We expect a large crowd. Grocers, butchers and bakers will all close and I think the dry goods stores will close also. I enclose herewith a list of our officers and committees, which we should be pleased to see published in the Tradesman.

D. A. BOELKINS, Sec'y.

The officers and committees referred to are as follows:

President—Albert Towl.
Secretary—D. A. Boelkins.
Treasurer—J. W. Carskadon.
Vice-Presidents—D. Christie, H. B. Smith, Herbert Brown, John Mellema.
Butchers' Vice-Presidents—John Albers, Wm. Castenholz, Martin Birch, Chas. Schoenberg, Chas. D. Richards, W. J. Smith.

Committee on Arrangements—Aug. Riedel, W. H. Read, Jos. L. Balbernie, D. A. Boelkins.

Honorary Vice-Presidents—W. H. Barney, C. H. Hackley, C. T. Hills, C. C. Billingshurst, L. B. Smith, Col. J. R. Bennett, Wm. D. Hardy, Geo. Hume, F. Jiroch, Jas. Frazer, Fred Brundage, John A. Snyder, Sam Rosen, Dr. J. F. Denslow, Frank Alberts, E. B. Dana, Wm. Steketee, L. E. Manning, H. G. Wanty, J. Geo. Dratz, E. L. McDonalds, C. F. Clugston, Thos. Hume, Thos. Monroe, G. A. Abbott, Ed. Kraai, Mat Wilson, A. P. Conner, H. N. Hovey, L. N. Keating, John Emery, C. H. Hills, I. P. Newton, L. A. Smith, Wm. Moore, P. A. Martin, L. Friedman, S. H. Gray.

Woman's World

Womanly Progress and the Comforts of Traveling.

Somewhat I never seem to get so clear an idea of what modern progress has done for women as when I take a little journey in the world and meet my emancipated sisters on their travels. Time was, and not so long ago either, when a woman could not stir from her moorings in her own home without she was conveyed by a man of war. She had to be "escorted" from Grand Rapids to Petoskey and, if necessity forced her to go a few miles alone, she undertook the trip with fear and trembling, and upon her arrival at her destination offered up prayers and thanksgiving for her miraculous escape. Hotels bestowed a cold, Klondike sort of welcome upon the lone woman traveler, even when they did not refuse her admittance outright, and she was generally looked upon with suspicion as an adventurous person who had better be at home.

Nowadays we have changed all that. The leisure class in this country is composed chiefly of people of the feminine persuasion, and a large and constantly increasing proportion of the traveling public is made up of women. In the sailing lists of ships her name leads all the rest, and on the sleepers she monopolizes the "lower middle" from Maine to California. No woman waits now for a man to "tote" her around on his arm. If she has the money and a desire "strange countries for to see," she packs her grip and buys her ticket and sallies forth as fearlessly and simply as a man, certain that for her benefit railroads have made special arrangements, and hotel clerks reserve the first floor front and their smartest smiles of welcome.

Also she is learning how to travel. Thanks be, the lady with the band box and the bird cage is almost as extinct as the dodo, and the practical new woman has learned that the nearer one can reduce her luggage to a clean collar and a tooth brush, the nearer she is to having solved the problem of comfortable traveling. Reforms are not worked in a day, however. There are still women who persist in going loaded down to the guards with an assorted miscellany of traveling impediments, and we still have with us the selfish creature who appropriates the dressing-room in the morning and who massages her wrinkles and curls her hair, while her angry sisters beat on the door and anathematize her in vain, but happily she is not so numerous as she used to be and is giv-

ing away before popular clamor. There is also the woman who sits up in stony silence, and who rejects all overtures of her fellow-passengers with an expression that says as plainly as words that, "I suspect you, one and all, of being confidence people, and I don't hold anybody's baby while they go out to lunch." She, too, is seldomer seen now than formerly, and a worn traveler may cheerfully look forward to a future when women thrown together for a journey will show to each other the same consideration, friendliness and bone camaraderie men extend to one another. I know an old lady who proudly boasts that she once made the journey from Grand Rapids to New York, and never spoke to a single person on the whole trip. It may have been proper, but how awfully stupid it must have been!

Probably there is no other feature of modern traveling that meets with such general approval as the dining car system. Formerly travelers had only a choice between the hard-boiled eggs and mushy cake of the cold lunch basket and the tough steak of the twenty-minute eating station, with indigestion and repentance waiting in either case. Now you may dine luxuriously and leisurely en route, with the car measuring off the miles of a comfortable journey between the soup and the coffee.

The real dining car is a complete hotel in miniature on wheels; but there are few of them—worse luck—running in or out of Grand Rapids, and what we are most familiar with is its understudy, the buffet car, where the porter resolves himself into the chef, and does mysterious things in the way of providing chicken a la marengo, and filets of beef and bottled things for a hungry and thirsty public.

I confess that for me this miniature kitchen, with its tiny stove, and rows of plates and silver and glass tucked away securely in tiny cupboards, has always had a peculiar fascination, and so the other day when I was in Chicago I went down to the big, brown stone building on Michigan avenue where the hotel-on-wheels people have their headquarters, and asked them to tell me something about the housekeeping of a palace car. Down on the ground floor was a half-open door, from which drifted an odor of sugar and spice and everything nice, and in its midst, with his hands full of printed forms, stood the genial gentleman in charge of the commissary department.

It was a big room that looked like a department store. There were drawers full of silver knives and forks and

spoons; and boxes filled up with silver teapots and coffee pots and chocolate pots. There were racks of dishes, enough to furnish scores of houses, with water glasses and beer glasses, and champagne and sherry and claret and whisky glasses, for the palace car patrons are fastidious people with a nice taste in table furnishing; and, in addition to silver and crockery, were stacks and stacks of groceries, and liquors enough to float a ship.

"You see," said the gentleman, doing the honors of his place, "that we have three distinct patterns in glass and china. This Haviland china is used exclusively on Southern lines; this other on cars that run into Pennsylvania, while this other—the tree pattern—is only used on buffet cars.

"How do we furnish a car? Pretty much like you set a bride up in house-keeping. First, of course, after the car is completed, come the mattresses and pillows. Then comes the linen, which must be determined by the length of the run. Say there are twenty-four berths. For a trip that takes her out only one night she must have two sheets for each berth, two pillow cases, with half a dozen pairs for accidents, several dozen towels, and napkins and tablecloths. If the run is a long one, like to California, the supply must be multiplied by the number of nights, so you can see the linen item alone is enormous. No piece is ever used but once without being washed, and the number of pieces laundered in a year goes up in the millions. We have our own laundries, where all the washing for the cars coming into Chicago is done.

"Then comes the stocking of the pantry, so to speak. A buffet car carries fresh bread and eggs and butter and milk, which are supplied at the end of each run, or en route if they give out. Everything else is canned, but with the present system of canned soups and meats it makes it possible to give a good meal with no cooking beyond the heating. Everything, even to the coffee, is put up in tiny cans, each of which holds one portion;" and he took down from the shelves little cans that looked like a thimble, but each of which held a big spoonful of pulverized coffee, and which is designed to be made by being poured into a bag and immersed in boiling water, something after the way we make dripped coffee.

"Meats, preserves, pickles, sardines, chocolate, are all put up in these special small cans for us," went on the chief commissary, "and when a car goes out it is charged with so many cans of each thing—chicken, sausage, vege-

tables, cheese, everything, you know—and when it comes back it is checked up, and must turn in the money or the goods. It is a vast and complicated system, but so perfect we can tell to a single cup of coffee what is consumed on the entire palace car system every day.

"Of course the dining car is run in the same way except that it is more elaborate, as on them we furnish a course dinner, and must provide fresh meats, fish, oysters and fresh vegetables. It is, of course, impossible to know beforehand what will be required and the loss from perishable food is enormous.

"What about the cleaning? Well, we are one degree ahead of the ordinary housekeeper on that score, as our sweeping is mostly done by compressed air. When a car comes in from a run we turn on a pressure of air that sweeps everything before it, and leaves the car spick and span. It is just like washing it out with a hose, except that we use air instead of water.

"It's a big business? Yes, and I often wonder if the traveling public ever think of the system, the work, the care and thought that are required before they can order a meal or a drink on a car and be served as promptly and well when flying through the country at forty or fifty miles an hour as if they were at home with a grocery and a saloon just around the corner. It's a big business to be housekeeper for a company like this;" and the gentleman sighed as he ran a practiced eye over a table filled high with packages, each of which bore the name of a car being provisioned for the night's run. DOROTHY DIX.

Men who preach by the yard usually practice by the inch.

\$5.50 \$12.00

Special Excursion

TO
Niagara Falls,
Alexandria Bay (Thousand Islands),
via the Michigan Central.

On August 3 the Michigan Central will sell excursion tickets to the above places at \$5.50 and \$12.00 respectively, good going on the morning train at 7 a. m., and to return on regular trains leaving destination not later than August 17. This is the event of the excursion season. Don't miss it. Phone 606 for parlor car reservations and further particulars.

W. C. BLAKE, Ticket Agent,
Grand Rapids, Mich.

**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.

Stewart's Knocking the Tar Out of 'Em All

A country merchant had been looking over the Tradesman—"kind of getting posted up a bit," he called it—and the above comment made to a traveling man who was present expressed the sentiments of not only himself, but a great many other retailers in a concise manner.

Stewart offers 10 per cent. trade and 5 per cent. cash on Jaques Mfg. Co.'s I. C. Baking Powder from list.

Stewart offers to sell from a 30 lb. case up to 500 lbs. of any Smoking or Fine Cut Tobaccos handled by the Stewart Co., at 5 per cent. trade, and 5 per cent. cash discount from listed prices ordered with a half chest of any Tea, leaf or dust, at any price quoted on their Tea list, this enabling any retailer with cash in hand to buy at jobber's list.

Stewart offers Laurel or Daisy Best Minnesota flour, no better brands in the United States, at \$3.90 in $\frac{1}{4}$ s and $\frac{1}{8}$ s paper. First Patent Michigan, $\frac{1}{4}$ s and $\frac{1}{8}$ s Cloth at \$3.60, Standard Second Patent at \$3.30, Good Medium grade at \$2.95, and Star of Bethlehem low grade in $\frac{1}{2}$ s cotton at \$2.25 per barrel.

Stewart offers the best value in Roasted Coffees ever presented to the retailers of the State: O'Donohue's 5th Ave. at 27c, a Fine Java Blend at 23c, a good Java Blend at 19c, our Golden Blend at 13 $\frac{1}{2}$ c, Choice Santos Blend at 11c, Good Rio Blend at 9c, our "Git Thar" Blend at 7 $\frac{1}{2}$ c, the best Package Coffee at \$8.50 per case.

Stewart offers a few "rib ticklers" in the meat line: Breakfast Bacon at 7 $\frac{1}{4}$ c; Picnic Hams at 6 $\frac{7}{8}$ c; Wilson Family Pork at \$8.50; Morgan Short Cut Pork at \$8.90; Frank Clifton Family Pork at \$9.90; Heavy Clear Back Pork at \$10.90; Pure Lard, 60 lb. tubs, 5 $\frac{3}{4}$ c; Tins, 5 $\frac{7}{8}$ c; Armour's Potted Meats, $\frac{1}{2}$ s, 60c per doz.; $\frac{1}{4}$ s, 30c per doz.

It's doggone easy to sell goods when you can buy them at these prices: Good Rice, 2 $\frac{7}{8}$ c; Muzzy's Bulk starch, 2 $\frac{1}{2}$ c lb.; packages, 3 $\frac{3}{4}$ c; Corn Starch, 3 $\frac{3}{4}$ c; Duffy's 40 grain Cider Vinegar, 10c; Ball Bros. Mason Jars, pints, \$3; quarts, \$3.25; $\frac{1}{2}$ gallon, \$4.25 per gross, with an order for one-half chest Leaf or Dust Tea at any price quoted on the Stewart Co.'s list—five gross of Jars to each Tea order; Rosebud Peas, Soaks, crop 1899, 52c per doz.; Fine Granulated Sugar, H. & E., by the sack, barrel or carload, \$5.40. Remember the \$4.98 Sugar deal with Tea expires July 31. Bayle's Horseradish Mustard, 2 doz. $\frac{1}{2}$ s, jars, \$1.50 per case. This is a snap on a first-class article. Brooms at \$1.20, \$1.50, \$1.75, \$1.95, \$2.10, \$2.40, \$2.50 and \$2.75 per doz. A Job Lot of heavy double Washboards at \$1.50 per dozen; regular price, \$2.25. Lemons, choice 300's, \$2.95; fancy 300's, \$3.45.

All quotations, unless time is specified, are good only for prompt reply, and for cash with order only; 15c must be added to local checks for exchange. Our cash system enables small dealers to buy equally as well as the large retailers.

The James Stewart Co., Limited

Saginaw, Mich., July 26, 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 26, 1899.

This Paper has a Larger Paid Circulation than that of any other paper of its class in the United States. Its value as an Advertising Medium is therefore apparent.

BUSINESS CONDITIONS.

There seems to be a disposition on the part of the great operators in the stock markets to take advantage of the vacation season and get away from the heat and discomfort of the cities to an extent which causes a greater dullness in operations than for many months past. Naturally there have been attempts to take advantage of the dullness for speculative bearing of prices; but the general strength of the situation prevents material result in that direction. Prices hold with little variation in either direction.

In the industries pressure of demand is such that the summer dullness seems to cut little figure. Works are sold so far ahead that prices in many lines are quoted at a considerable advance, but as there can be no transactions in many cases, this does not signify. These offers really amount to premium for immediate delivery to meet the needs of emergency work. In a greater degree than is generally considered, the development of exports since the Spanish war, especially in machinery, increases the pressure on industrial production. It is a matter of astonishment that the prestige gained in our dealing with the Dons should be sufficient to keep up the demand against the handicap of high prices; and it would not be so if the quality of material and workmanship were not so far in the lead.

There is somewhat of a surprise that the crop year opens with so free offerings of wheat, especially in view of the fact that prices have yielded somewhat. The fact argues that there is an abundance of that grain in store notwithstanding the injury to the winter wheat crop. In three weeks of July exports of wheat have been, flour included, 10,430,860 bushels, against 7,942,938 last year, and exports of corn have been 12,317,177 bushels, against 8,055,648 last year. Receipts at Western markets have been in twenty days of July 13,861,046 bushels, against 3,773,108 in the same days of 1898. Corn receipts in twenty days of July were also heavy, 15,298,655 bushels, against 6,612,315 last year.

The situation as to iron and its products shows that it is more important now to watch the course of the new consuming demand than to note the

largely nominal prices named for the small quantities which can be bought. The production is clearly increasing, and the statement that thirty-two more mines have been set at work this year, with others soon to follow, helps to meet apprehensions about ore, which is, nevertheless, in scanty supply at some important points.

Textile conditions continue to show increasing strength and prices are steadily, though slowly, advancing, just enough to stimulate demand. Woolen sales have been heavy and the advance of goods averages 1 per cent. for the week and 2 per cent. for the month. Receipts of cotton from plantations have broken all records for July, and yet price is well sustained. The demand for cotton goods has been large, especially in export kinds, of which some Southern mills have sold their entire capacity up to March. The shipments of boots and shoes, larger than ever before in the third week of July, presumably exceed new orders, and yet the works have enough to keep them busy in many cases for several months ahead. Leather and hides both advanced a little last week.

THE AMERICAN LOCOMOTIVE.

The time was when American locomotives, like all other American machinery, except possibly reapers and a few pieces of agricultural machinery, were used only in the United States. Times have changed, however, and we not only export our locomotives to South American countries, but to European countries as well. It is not long since our British cousins were startled by the placing of a large order for locomotives by one of the great English railroad lines in the United States. It is true that it was explained that this order was placed not because of any preference for American engines, but because it was impossible to secure the supply needed in English shops within the time required. The fact that American manufacturers have since secured other orders, and are reaching out into other European countries besides England, would tend to show that it is the excellence of the American locomotive that has brought the demand.

It has been developed by this discussion as to relative merits that foreign makers of engines make no two locomotives exactly alike, or upon a fixed system or pattern; whereas the American builders are constantly making the separate parts of the engines upon models, so that they can supply any missing or damaged part, and, by keeping supplies of the various component parts of the machine in stock, are able to fill orders promptly, as it is only necessary for machinists to assemble the parts, instead of having to construct each separate engine after it is ordered.

American locomotives are now being shipped to all parts of the world, and it is no longer denied that it is their intrinsic merits and worth that make them sell. The American locomotive is now admitted to be the best in use, having both speed and power, as well as the quality of economy in fuel consumption.

The law recently passed by the Connecticut Legislature for the protection of the trailing arbutus is said to be the first measure ever passed in any state of the Union to foster the growth of a wild flower. The enactment of the law in question is said to have been largely due to a newspaper article calling attention to the need of such a measure.

THE RECOGNITION OF JAPAN.

The Empire of Japan has been formally admitted by treaty with all the leading nations of the earth as a full member of the sisterhood of nations. The land of the Mikado has finally reaped the reward of its progressiveness and its willingness to adopt modern ideas and methods and is the first among Oriental countries to be recognized as entitled to all the privileges and rights of independent and unfettered sovereignty.

The new treaties with the United States, Great Britain, France, Germany, Russia, Austria, Italy, Spain, Portugal, Belgium, Holland, Denmark, Sweden and Norway, Switzerland and Peru are now in full effect. These treaties abolish extra-territoriality and throw open the whole of Japan to foreign residence and travel. On July 17 all the countries named surrendered the right hitherto claimed of exemption for their citizens or subjects from penalties of Japanese laws and the right of trial in their own consular courts. Henceforth foreigners are amenable to the Japanese laws the same as Japanese themselves, and they are at the same time entitled to all the rights and safeguards which are guaranteed to her own subjects by Japan. In return, Japan has thrown down all barriers, and foreigners are permitted to travel freely to every part of the empire, reside wherever their convenience suggests, engage in business and own property.

In a word, Japan is now on the same level with any European country or American state. This is a splendid demonstration of the confidence felt by the great powers in the permanency and thoroughness of Japanese civilization. No country in history has made such rapid strides towards development than has this distant empire, all but unknown less than a century ago. When one remembers the great difficulty the special embassy sent by the United States to the Mikado under Perry experienced in securing permission to land even for a brief period on Japanese soil, the miraculous character of the metamorphosis Japan now presents will be fully appreciated. That a country which so short a time back refused even to trade with foreigners and jealously guarded all avenues of entrance into its territories should now throw open its entire domains to foreign residence, and be able, with the full confidence of every civilized nation, to amply guarantee life and property, is one of the most remarkable developments in history. That the United States exerted a great influence on Japanese development there can be no doubt, and Americans have a right to feel proud of the fact.

AMERICAN GUNS.

The recent test at the Indian Head proving grounds of a new 4-inch rapid-fire gun for the navy calls attention to the rapid strides which have been made in recent years by this country in the manufacture of heavy ordnance. It is scarcely more than a decade since we possessed not a single modern high-power gun, either on our ships or in our coast defenses, and our field guns were the old-time muzzle-loaders. When a new navy was decided on it became necessary to create a factory for the manufacture of large modern guns.

Being compelled to commence at the very beginning so short a time ago, it is marvelous that at the present moment we should be fully abreast of the times in the manufacture of large high-power

guns. The accuracy and power of our guns were amply demonstrated during the brief war with Spain, and, had we been as enterprising in the matter of smokeless powder, even better results might have been secured.

It is evident from the activity which has prevailed in both the War and Naval Ordnance Bureaus that those charged with this particular duty are determined that, for the future, this country shall keep fully abreast of the times, and that the latest improvements in all sorts of ordnance and ordnance stores shall be promptly adopted.

In designing the new guns for the navy, it has been decided that they shall not only equal, but even excel, the guns recently turned out for the British naval service. The new guns will be fifty calibers in length, which is considerably longer than the guns now in use. An improved breech mechanism is also to be adopted, as well as better mounts. It is expected that these new guns will develop much greater power than any ordnance yet invented, so that a gun of five-inch caliber will be as destructive as the old gun of six-inch caliber.

Despite the efforts at disarmament being made at the Peace Conference, this country is wise in steadily improving her defenses, as she has learned, as Captain Mahan very aptly put it the other day, what it means to be caught unprepared, and is not disposed to repeat the experience.

The Wilson & McCally Tobacco Co. is carrying advertising in the farm journals announcing that it is independent of the capitalistic trust but is bound hand and foot to the labor trust—otherwise known as the trades union. Practically the only difference between the two is that the capitalistic trust is controlled by intelligence, while the labor trust is dominated by ignorance. To advertise such an affiliation in a farm journal is worse than wasting money, because the average farmer regards a union man in the same light as he does the evil one—as an agitator, disturber, rioter, and during strike excitement, murderer. If the Wilson & McCally Co. ever had any trade on its goods in the country, it has taken the most effective way to kill the sale of its brands among country people.

After a convict has served out his time in the state prison of Maine and has donned the suit of clothes given to him by the State, he is required to sit for his photograph, and it is kept for future use, should his subsequent career call for it. Heretofore only the picture taken upon commitment has been kept, and this has often been found of little avail in later years.

The Connecticut judge who decided that golf playing on Sunday was not an infraction of the law is wise in his day and generation. Golf is neither a game of chance nor a game of sport. And it cannot properly be called work, because it is productive of nothing.

The loafer refuses to bear the heat and burdens of the day when he can sit under an electric fan and put his burdens on someone else.

American tourists who think they know more than the Alpine guides continue to slide over precipices and lose their lives.

Charity is obliged to back up an immense amount of laziness.

THAT AUTOMOBILE TRIP.

When Mr. Davis started on his trial trip from sea to sea the public had concluded that its sympathy would be uncalled for until the self-motor should come to the defiles of the Rocky Mountains. So far as an individual can secure the envy of the Nation, that would be given in full measure while the carriage was bowling along the splendid roadways of the East. Rain or shine, the great daily runs would be made on the Eastern slope and in the Mississippi Basin. After that the trouble would begin. The end of the first day's trip has found the travel so bad as to be almost beyond belief. The vehicle had to push its way through mud almost up to the axles; and the civilized East has waked up to the astounding fact that the highway hardened by the traffic and travel of almost three hundred years is as poor a piece of road for modern use as the Western continent can furnish.

The region where this first day's trip was made is historic ground. Rip Van Winkle, of Sleepy Hollow fame, yielding to the influence of the climate and the power of circumstances, went to sleep there and for twenty years was unaware of the momentous changes which were going on around him. He awoke to find himself a fifth of a century behind the times. There stood the Catskills, there trailed the Hudson its wide ribbon of silver, here was the hill and there the valley he had known; but the human life which like the river had rippled around him, had left him a revered relic of a generation that had outlived its usefulness.

That same tract of country still clings to its traditions. For fifty years it has been asleep. Gaining a competency of dog and gun, and settled in the conviction that neither could be improved upon, it went to sleep upon the banks of the haunted Hudson to find itself awakened a half-century later by the strenuous efforts of a modern carriage to force its way over an old-time, century-neglected road. Consider it as we may, the public highway is the surest test of a nation's greatness. There, if anywhere, is its real character sure to appear. There, if anywhere, will appear the desire, if any there be, to promote the nation's good. There, if anywhere, will its decline and fall begin to show themselves. Time was when the roads of the East were the best in the country, a time when the best were poor and when the roads and the civilized life which tolerated them were on a par. That was years ago and then, like Rip, that part of the country went to sleep.

Its waking has been as bewildering as that of the old man on the mountain. It finds that the world has been moving during the protracted nap, that westward the Star of Empire has found its way, that prairies have been planted, that the Rockies have been climbed and mined, that the land "where rolls the Oregon and bears no sound save its own dashing" has become dotted with populous cities and thriving towns, that the heart-throbs of the Nation are pulsing no longer from the region of dream and legend upon the banks of the Hudson and that the United States, an infant when the slumber began, has grown to manhood, with one hand resting upon and claiming as its own the snowy summits of Alaska and the other, its fingers gemmed with tropic islands, laved by the waves of the Pacific Sea.

It finds that the commercial crown which rested upon the head of the Queen City of the Atlantic has passed to the

West, the land of limitless opportunity, of generous impulses, of tireless and endless effort, of farseeing and farreaching enterprise and daring; and it finds, too, that these qualities transplanted from the walled-up gardens of the East have become the characteristic features of a Nation in whose hands have been placed the destinies of the world.

The wonder is, not that the automobile floundered in the mud of the Hudson River Valley—it is the distinctive feature of a life that is dead and gone to seed—but that the wakeful world away from the enchanted river believed that the worst roads and the slowest progress would be found beyond the Valley of the Mississippi. The fact is that few difficulties will be met by the automobilists in Colorado. In that State are several passes through the Rockies which are not impassable and, if an engineer of that State can be depended on, there is no wagon-road within her limits of more than 15 per cent. grade; and these are to be cut down until no State-road grade will be above 10 per cent. The surface of the average road there is firm with a foundation of rock, and most of the passes over the mountains have been traveled by Colorado wheelmen. It is reasonable to suppose that the roads from the Rocky Mountains to the Pacific will be no worse than those on this side of the Great Divide and that when the journey is done the Van Winkles will wake up enough to mend their roads and in time come to a realizing sense of what has happened to them during their fateful slumber.

The new vehicle may be anything but a success; but, if it shall stir again into life that part of the country which has lagged too far behind and induce it again to fall into line—though it be in the rear—it should be cherished and venerated as the grandest invention which this inventive century has so far produced.

Any man, woman or child who has a name to suggest for the horseless vehicle is in order now, owing to the foggy state of the public mind on the sort of name that would be suitable and that would be easily twistable when one wanted to describe the passenger in one of these carriages, or the human propeller thereof. So, let us take into consideration, deciding nothing hastily, the suggestion of a Western man that autobaine fills the bill. Translated, this means automatic wagon, baine being derived from an old Greek word meaning wagon. Autobaineer isn't half bad for the operator, and autobaining is a word easily said by one having a temporary impediment in his speech.

The Procter & Gamble Co., which has always favored the department store cutters to the detriment of the regular retail trade, has made a fresh exhibition of its unfriendliness to the retail dealer. Finley Acker & Co., the Philadelphia grocers, felt compelled to meet their department store competitors on some brands of the Cincinnati house, whereupon they were notified that they had been placed on the "cut off" list. No attempt was made to curtail the sales of the department stores, nor has the Procter & Gamble Co. ever undertaken to protect the legitimate dealer from the cut-throat competition of the department store or catalogue house.

The preoccupied look on a friend's face when you are telling him a secret is caused by his trying to decide to whom he will tell it first.

If You Would Be a Leader



handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.
Detroit Agency, 111 West Larned St.

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.

Advertising that pays

Here's what the "Evening Press," of Grand Rapids, says about us and our booklet:

A Notable Booklet.

One of the most attractive specimens of advertising literature that we have seen recently is the booklet, "Advertising That Pays," which has been issued by the Robt. N. Shaw Advertising Agency. It deals with the branch of the agency's business which is devoted to the preparation of advertising matter, and brings forth many strong reasons why the agency's services should be used by every live business man. Handsome in appearance and forcible in its logic, this booklet should prove a strong means of increasing the business of the agency. Already many of our local firms have availed themselves of the agency's services, both in the placing of advertising and the preparation of effective advertising matter.

Let us send you a copy—free.

Robt. N. Shaw
Advertising Agency
Grand Rapids Mich.

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."

Shoes and Leather

The Summer Foot and Shoe.

The seasons in their alternations bring marked changes to the feet, as well as to their coverings.

These changes, although physically slight, are, nevertheless, important matters to their owners.

But in other than physical ways the modern foot is affected in a striking degree in respect to the clothing it shall choose to distinguish it from the foot of last season.

Of course, the summer foot does not differ materially from the winter foot, except that it has become more fervid and is more keenly susceptible to outward impressions.

The summer girl, too, is pretty much the same fair creature that she was when shivering in her dainty wraps and thicker footwear.

But the summer girl, like her shoes, presents a quite different appearance to the admiring eyes of the beholder.

The lightness, agility and grace of the tropically clad creature extend naturally and sympathetically to her summer feet, and their dainty coverings announce the season just as truly as the almanac or her hat.

The summer foot has its prolonged and delightful outing; and, like its owner, it is intent upon recreation, and, incidentally, of course, on securing its due share of admiration; and it is a forlorn and isolated modern feminine foot that does not secure plenty of the latter tribute.

As the summer glow spreads over the earth and the heat increases, the question naturally arises, "How shall the feet be kept comfortable?"

There are many ways to accomplish this desirable result.

There are so many shoes now of cool-looking shades of color, and in such variety of light material, that anyone would suppose everybody would be glad to shed their heavy black footwear.

Even the old conservatives are sorely tempted to break through the barriers of long-strengthening prejudice, and to avail themselves of the chance to put on something more congruous and comfortable.

The change would mean a gain of several degrees of cool comfort during midsummer.

But there are still stubborn shoe wearers who will not wear anything but black shoes.

A light-weight is, of course, the best suited for hot weather.

If our shoes could be constructed out of some sort of fine, strong cotton cloth, colored so as to fairly simulate leather when on the feet, in browns and tans, for instance, and without the faintest suspicion of canvas about it, all feet would be benefited by their use in summer, because perfect ventilation could be secured only by means of some textile fabric.

This is hygienically good advice, and the shoe reformer throws it out to the shoe wearer for what it is worth; but, with such soft and dainty and bewitching things in leather as we now have to choose from, the public is against the reformer, and the tanner and leather man will encourage the public mightily.

As to the cut of the shoe for summer wear, the low one has the advantage of freer ventilation and coolness and less of the upper part of the foot and the ankle is confined.

But we are as much inclined to be in-

fluenced by taste in this matter as we are in the cut of other parts of our dress.

Now and again a retailer's window is so completely monopolized by these low cuts that one would suppose anything higher was not obtainable or in fashion. And yet a large majority of shoe wearers will not wear low-cut shoes on the street, not simply because more attention and expense have to be lavished upon hosiery with such shoes, but by reason of a strong prejudice against footwear that does not cover the ankle.

Some persons, indeed, never ought to wear them because of weak ankles which need the firm support of a good shoe-top.

In high-cut shoes the variety and beauty of things for the feminine summer foot are so tempting and irresistible that they find great favor now.

In fact, the high cut presents greater possibilities for the shoe designer to catch the feminine taste than the low shoe.

Even the summer foot has come to be regarded as incomplete without the handsome topped shoe that includes the ankle and above it in its shoe adornment.

In high cuts the lace is the best ventilated and the button comes next in order, while the Congress top, although the going is textile, by reason of its usually close pressure and drawing qualities is the most oppressive about the ankle while new.

For real comfort, aside from looks, the old-fashioned prunella side-laced shoe for women, and a brogan of like material for men, can not be surpassed for coolness and ease.

But the summer foot of our modern girl spurns such a covering.

She reveres the memory of her grandmother, but does not court her shoes.

A grateful change in the collection of summer footwear may be found in the pleasing combination of low-cut shoes with a cloth overgaiter.

By this means porous material is furnished for the upper part of the foot, and the objection to the conspicuous low cut shoe is obviated.

It is a little added labor in adjusting fastenings, of course, but to women with whom time is of less consequence than pleasing effects and diversity, this objection will count but little.

There is, also, the real cloth-top gaiter in lace or button which does away with half the fastenings of the former combination, and which is cool and comfortable, too.

In catering to the wants of the summer foot, the modern woman has a large and varied store to draw from and she is not neglecting her golden opportunity. Although the feminine foot remains pretty much the same through all the seasons, the shoe does not, by any means.

In spite of the fact that there are only five really distinct kinds of shoes for women—the button, the lace and congress, the low-cut walking shoe and the slipper—still a great variety of appearances can be produced from these.

For instance, the soles in different widths and shapes, particularly the toes, which take on every conceivable form; the heels, in height and surface, the variations in cut of the whole upper, the trimmings, and the union of various kinds of material in the uppers—all these furnish wide scope for turning out what really seem to be genuine novelties; and the matter of ornamentation

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.

GET THE BEST



GOODYEAR GLOVE RUBBERS

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

HIRTH, KRAUSE & CO., Grand Rapids

Not Best But==

If Lycoming Rubbers are not the best made, there's one sure thing—they don't make any better rubbers anywhere. 25 and 5 per cent. Keystones—seconds that are as good as most firsts—25-5-10 per cent.

Woonsockets, 25-5-5 per cent.

Rhode Islands, 25-5-5-10 per cent.

Our agents will be around to see you soon.

It will pay you well to look over our line of leather goods—it will pay you better to order.

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

REMOVED

AT HOME, 10-22 N. IONIA ST.

If you want the best Leather Top Lumbermen's Rubber made, buy our "Ajax." It is made of duck, with rolled edge, and "oil" grain top, heel and spring.

RINDGE, KALMBACH, LOGIE & CO.,

GRAND RAPIDS.



of the outside of the shoe has reached the standard of a fine art.

In the summer shoe for the exacting feminine foot all of these possibilities are worked to their utmost limit by the skillful designer to meet the demands of women.

Since colors came helpfully trooping to the front, the glad summer foot has been in its glory.

It now rejoices in its freedom to make choice among many styles of shoes, but in a wonderful variety of pleasing colors as well.

And the happy feminine wearer of modern shoes is less troubled with the hygienic doctrines about the welfare of the feet than she is about the numbers of changes she can command; and even the question as to how she shall get comfort for feet during the summer is as nothing in comparison with the more vital problem to her, "How shall these feet best retain and display their beauty of symmetry and grace in their coverings, and even increase those desirable qualities tenfold?"

Now, the summer man, if we may be pardoned for suggesting the possibility of the existence of such a being, is also rather solicitous about his feet.

Perhaps in a different way, because his feet are usually of such ample proportions as to preclude the idea that his pride is centered there.

But his shoes are sometimes things of beauty in a masculine way, and he is not unconscious of this fact.

Still, we know that the man who is perpetually conscious of his feet is usually either a coxcomb or a sufferer in tight shoes.

A woman is probably solicitous about the laces or buttons or some disarranged decoration and she is, by reason of her sex, not open to like insinuations.

At any rate, our feet and shoes ought always to be in such harmony as to give us no concern beyond a pardonable pride in the beauty of their appearance.

Sound feet and comfortable footwear permit the rest of the body to labor to advantage while the pedal extremities perform their duties almost automatically.

Such a harmonious and perfect alliance between foot and shoe also brings peace of mind to the owner at all seasons.

Physiologically considered, the needs of the summer foot are somewhat different from those of the foot in winter.

Exceptionally warm weather succeeding colder temperature produces in the feet phenomenal effects not unknown to most shoe wearers.

Not only do the buds and twigs of trees swell, but the feet enlarge perceptibly.

By the removal of external obstructions, such as atmospheric damp and chilliness, the skin, which has long been contracted while out of doors, now begins to expand, and the pores open freely; the last operation alone implies an enlargement of surface, and with this a more vigorous circulation is established, by which the veins and arteries are distended, and the foot puts in a strong claim for more latitude.

This is not an unreasonable demand, and if it is disregarded discomfort is the result.

But the slightly-enlarged summer shoe need do no discredit to the feminine summer foot.

It can be a veritable mascot for compelling admiration.

If there has ever been any doubt as to the existence of such an object as the

summer foot in the masculine ranks of shoe wearers, such doubt has been effectually dispelled during the past two summers.

Not only has the male biped, despite his professed scorn of foot-attractiveness, come out in what were before regarded as impossible colors for anything but feminine feet, but he now glories in his low-cut tans and maroons, which so daintily display his manly ankle sheathed in blue or red polka-dot hosiery, just too lovely for anything.

If this sort of masculine vanity increases in degree and spreads, the summer girl will soon be at her wits' end to keep a little in advance of him, by demanding of the shoemaker and the hosiery something so strikingly bizarre and exclusively feminine that even the modern Beau Brummel will shrink from adopting it.

But, after all, the summer girl's shoes will always lead those of the dandy because of the latter's tremendous handicap in the matter of feet.

These he can never successfully imitate.—E. A. Boyden in Boots and Shoes Weekly.

Why He Liked Them.

"These pointed-toed shoes," said the common sense man, by way of opening a conversation with the stranger in the smoking compartment of the car, "are a terrible curse to humanity. They should be abolished by law."

"On the contrary," returned the stranger, "I think everything possible should be done to encourage the wearing of them."

"I take it," suggested the common sense man, after he had somewhat recovered from his astonishment, "that you are a shoe dealer."

"You are wrong," answered the stranger. "I am a chiropodist."

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

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.



This Will Benefit YOU

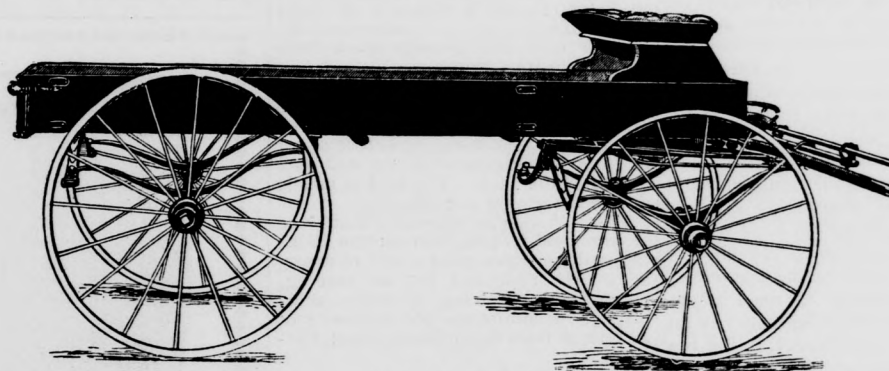
This book teaches farmers to make better butter. Every pound of butter that is better made because of its teaching, benefits the grocer who buys it or takes it in trade. The book is not an advertisement, but a practical treatise, written by a high authority on butter making. It is stoutly bound in oiled 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.

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.

Some Peculiarities of the Grand Rapids Market.

It is noticeable that the Monday market is coming to be affected by the observance of Sunday more than was the case a few years ago, indicating that there is less of the necessity for Sunday work since the conditions are so much improved. While the offerings are sufficient for the immediate needs of the city, the lessening is great enough to show that the farmers are able to take their needed weekly rest.

While the market so far has been substantially a vegetable market, the high prices commanded by berries and other small fruits make them a more important factor than the relative quantity would indicate. The certainty of scarce offerings in peaches has turned the attention of the thrifty housewife to the canning of small fruits, and prices have ruled high all the season and sales have been rapid. It is noticeable that the division of the market into a vegetable and a fruit side is quite pronounced, even in regard to small fruits but, of course, there are more vegetables offered on the fruit side as yet. The observer can not fail to note, in addition to the great profusion of the vegetable offerings, the increase in variety. Many articles are being constantly added to supply the increasing demand for variety of dishes. A few years ago a visitor to the market would have had no trouble in naming the common and well-known staples which comprised everything in demand. Now, the same visitor, if he has not kept up with the times, will be astonished and puzzled at the profusion of strange looking products which monopolize a considerable portion of the space. So gradual has been the introduction of new products that little attention is attracted to them, but contrasting the present with the past will show that there are material results in the work of the agricultural schools and experimental stations, as well as in the effect of the consular reports and other similar means taken by the Government to add the products of other climes to our means of economy and luxury.

It would naturally be thought that a rainy night would be a pretty serious matter for the market; but it is surprising in how little degree the attendance and offerings are affected by the weather. Of course, when products are prepared they must be taken to market or lost, and people eat regularly whether it rains or not. So, with the best provision for keeping off the moisture obtainable, they proceed with less regard for the weather than in any other outdoor work, and they find little in the warm rains of midsummer to inconvenience them, except the unpleasantness of the experience and the effort to keep themselves and their produce as free as possible from the moisture.

While in the main the management of the market seems to be giving satisfaction, there is neglect in some regards which it is astonishing should be tolerated, especially as the marketmen are taxed sufficiently to meet all expense. The most serious matter is the lack of care for the streets. The few days of hot, dry weather, on account not only of the market traffic but of the teaming to the garbage mill and the lighting plant, were very productive of dust. Monday morning the dust clouds of filth were so dense that one could not see across the market, and these were borne by the south wind into the

restaurant and the produce wagons to an extent that, to characterize it mildly, was decidedly outrageous. The next morning the dust was transformed into a soft mortar which appeared to be more repulsive and unpleasant, but which, in reality, is much less offensive and injurious than when sent in the former shape in the food material all over the city. At the best there is sufficient contamination from the dust of the highways which the farmers can not keep out entirely, but when it comes to opening and exposing the products for hours in an atmosphere laden with the worst street contamination aided by hundreds of standing and moving horses, words fail to properly characterize the situation. It is a commentary on the blind and criminal thoughtlessness not only of officials but of citizens when such conditions are permitted to continue without remark.

Fruit Situation in the Vicinity of South Haven.

South Haven, July 21—People will this year get their peaches in small baskets on account of the shortage of the crop. Heretofore peaches have been shipped in fifth baskets. This year the package makers are turning out the off-crop size, which is known as a sixth.

R. T. Pierce, a package manufacturer, says that this year there are not many peaches save at Vineland, N. J., and in California. In Michigan there will be a quarter crop. The cold of last winter killed not only the buds but many of the trees in the territory north of Grand Rapids. Within a few miles of South Haven there are some orchards that now promise nearly a full crop. Some of these orchards are owned by S. B. Monroe, A. L. Packard, H. Elkenburg, John Mackey, D. C. Leisenring, R. M. Aylesworth and the Malobne brothers. The first shipment of peaches of the season has just been made.

There is a fair crop between Glen Pier and St. Joseph. The latter vicinity has the better showing. From Glen Pier to St. Joseph the yellows, the peach-tree disease, has been reduced to 2 per cent. The township yellow commissioners chop down infected trees without consulting their owners.

There is a good crop of plums and pears. Apples along the lake shore have been killed, but two miles back from the shore, where the trees escaped the icy breath of Lake Michigan, the prospects are good. The State at large is preparing to market a big crop of this fruit.

Grapes promise a large yield, although in some places the Niagaras were killed last winter. The grape industry has grown until it taxes all means of transportation in season. Upward of 1,000 carloads from points between Lawton and South Haven were shipped last year. The fruit interests along this line have caused the road to be changed from a narrow to a standard gauge.

The fruit country is being greatly developed. Along the Michigan Central, the Chicago & West Michigan and the South Haven lines land is being cleared off and set out in fruit. From Covert to South Haven, a distance of eight miles, there has been a transformation—wooded land and swamps have been changed to fruit farms.

Near Lake Cora Leonard Shepherd has forty acres, which shows what one man can do with fruit. He borrowed the money to set it out, and in one year he lifted a mortgage of \$2,400 and had money in the bank. His land is mostly devoted to grapes and peaches.

Edson Woodman is another man who reports good returns from intense farming with an experimental acre of asparagus. He expended \$25 on seeding, cultivating, gathering, packages, shipping and commission. He received \$300 in returns from South Water street, Chicago.

Within the last year or two many Chicago people have made purchases of farms in the vicinity of Lake Cora. A telephone system connects all the farm places of this section, and the fruit shipper may talk with any of his neighbors or call up his commission merchant on South Water street.

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.

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.

MOSELEY BROTHERS

26 to 32 Ottawa Street, Grand Rapids, Mich.,

Carry Large Stock of all kinds Field Seeds. Fill Orders quick. Right prices. If not receiving our quotations on Seeds, write us.

WATERMELONS AND LEMONS

PRICES LOW.

SEND ORDERS.

MILLER & TEASDALE WATERMELONS

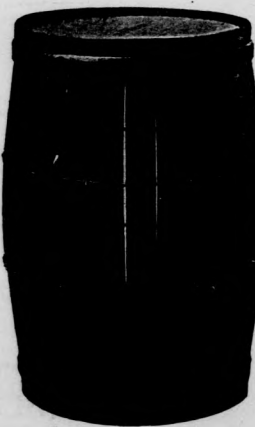
CAR LOTS ONLY. ST. LOUIS, MO.



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



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 f. 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 Woodenware Co.,
293 W. 20th Place, Chicago, Ill.

Observations by a Gotham Egg Man.

There is one feature of the egg situation that is causing some comment and that is the persistency of shippers in storing heated eggs. It is argued that such a course, if followed, will result detrimentally to the sale of spring eggs this fall. As there is little likelihood of heated eggs selling to better advantage than now, the storing of them is wrong and will surely act as a wet blanket on sale of spring stock later. Shippers on the other hand claim that the eggs cost them so much that unless they can at least sell so as to come out even the goods must be stored. One large receiver in speaking of the matter said: "I will not handle eggs for anyone now unless I am authorized to sell. The idea that heated eggs must bring top price is foolish, and I don't want to handle stock that I must store for shippers' account, as I know there is nothing to be gained by so doing. If shippers can't purchase eggs in the country during these warm months at a price that will permit them to sell now, they should leave them alone." It is also stated that one reason for the good egg market last fall was due largely to the absence of inferior quality of storage eggs, such as there would have been had heated eggs been stored last summer.

* * *

I was talking with a large buyer about the losses on eggs and he pulled out of his pocket a memorandum of various samples which he had recently examined, and which he explained as follows: "That lot represents nearly 300 cases and my candlers make them lose five dozen and eight eggs to the case. One of these lots loses over six dozen to the case and I sent them back in a hurry. I will not bother with stock of that kind even if the balance of the eggs are fine. Just see what it means to take out 150 cases when the loss runs between six and seven dozen. Here is a lot of 247 cases that lose a little over four dozen; that mark of 66 cases is better, the loss showing 3 dozen and 2 eggs. Some of these are from regular shippers and from the best sections—Indiana, Ohio and Michigan. There is one lot here of 123 cases that will not lose much over 2 dozen, and at this season of year I call them fine eggs. I can't account for there being so many poor eggs, unless it is that the weather has been so wet. Hot weather alone does not seem to have the same effect that is apparent in much of the stock. A few shippers are trying to select and grade closely enough to give us some marks of fancy eggs, and I hope quotations for these will be kept up so as to keep them coming this way. There is no use in other markets getting fine stock, and having the trash loaded on us. Let the poor eggs go to cheap trade at whatever they are worth and I'll guarantee that fine stock will bring a good price."

* * *

The egg inspection department of the Exchange has had its hands full of work for a week or two past. The inspector and his deputy have been called to examine a great deal of stock, the defective quality of so many of the well-known packings making it advisable to send an official report to the shippers.

Repeated questions have been coming up as to the duties of the inspectors under various circumstances, and the Egg Committee recently issued the following instructions:

Inspections shall be made only where there are suitable facilities for the same; not on transportation lines nor in cold storage.

Refrigerator eggs shall not be inspected until they have been out of cold storage long enough to have passed the sweating period.

Applicants for inspection must state the number of lots and number of cases in each lot, at time of application, and inspectors must insert the same in certificates.

Entire lots to be inspected shall be shown to the Inspector before he marks samples for inspection.

The entire sample must be marked before opening, on the end to be inspected, by the Inspector or Deputy, and shall be placed where the inspection is to be made, in a manner to prevent cases being changed.

Inspectors may, when requested, mark samples of a carlot on dock, or in cold storage, which may be taken to store for inspection, and a certificate issued on the entire car.

If a portion of a car (not a sample marked by an inspector) be taken to store and inspection requested, it shall be inspected as a lot by itself, and certificate issued accordingly.

When a lot consists of less than 50 cases, the number inspected shall be only in proportion to the rule for 50 cases.

Unofficial inspection of eggs may be made by the inspectors, in which whole cases may be candled instead of half cases, and a memorandum given of the good, half-loss, loss and short, with mention of the principal kinds in half-loss and loss.

Unofficial inspections shall not be made when there are applications for official inspections on file.

All applications must be filed in the order received, and receive attention in regular order.

* * *

The ruling quotations for eggs do not indicate the full value of really fine new-laid stock. The bulk of the eggs now arriving are affected by heat, and no dealer can guarantee to the buyer that the eggs he gets are all fresh. He may get a good average lot for 15c, or a better one for 16 or 18c, but in order to feel sure he has something that will come out all right at the table he must pay 20 or 23c. The higher prices are not quoted because only a very small portion of the receipts is good enough to command those figures. "Why not give a quotation for the different grades?" was asked of a large receiver. "Well, you see, I am getting certain marks of eggs from the West all the time, and while they are as good as any others that come to market in a large way, they can not be strictly fresh at this time of year. These we return for at the ruling market price. If we sent out a quotation for new laid, our shippers would think it strange that we did not return them within six or seven cents of the top price. When the weather becomes cooler this great inequality will partially disappear." The scarcest thing on the market at present is a really fresh egg.—New York Produce Review.

Her Disadvantage.

"I can't understand," said the great financier to his beautiful young typewriter, "why you feel warranted in asking me to pay you a larger salary than the young fellow employed by our vice-president gets for doing the same kind of work."

She permitted her long curling lashes to veil her eyes and a wave of color mounted to her soft, round cheeks.

"Well," she said at last, in low, sweet tones, "I think I am justified in making the demand. I admit that the young man you have referred to does fully as much work as I do, and yet—and yet—"

"Yes, yes," the old gentleman urged; "go on; give me your reason."

"Well," she half whispered, "he can put his feet up on the desk when he gets tired."

STROUP & CARMER, 38 South Division Street, Grand Rapids, Mich.

Wholesale Produce and Commission.

Citizens Phone, 2530

We solicit consignments of Produce. Butter and Eggs handled on commission or bought on track at shipping point. Write for prices.

REFERENCES: Grand Rapids National Bank, Grand Rapids, Mich.
Ithaca Savings Bank, Ithaca, Mich. F. E. Durfee & Co., Perrinton, Mich.
R. G. Dun & Co. Agency. Bradstreet Agency.

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. Dun or Bradstreet.
Peoples Bank, Buffalo, N. Y. Michigan Tradesman.

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.



CIGARS

STANDARD CIGAR CO., Cleveland, Ohio. THURLOW WEED, \$70 per ft. 10c Straight.

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

Getting the People

Some Good Advertising and Some Not So Good.

F. E. Boosinger, of Boosinger Bros., East Jordan, writes me as follows:

We are very much interested in your department, Getting the People, and are thankful to get such valuable information. We send you copy of the Enterprise, containing our advertisement. Kindly criticize it.

The submitted occupies twelve inches across four columns. The wording is fairly good, although it lacks vim and snap, but the arrangement is poor. There are too many display lines and too many kinds of type used. The measure in which the body-type is set is far too wide. It is a safe rule never to set pica or smaller type to a wider measure than four inches, as a long line of small type is hard for the eye to follow. I would suggest to Mr. Boosinger a style of advertisement something like this:

BOOSINGER BROTHERS

For Your Convenience

We have put into service a brand new, up-to-date delivery wagon, which will save you the trouble of carrying your goods home. It's just another evidence of the way this store anticipates and provides for your wants.

"Newland" Silk Umbrellas

In Taffeta, Gros Grain, and Silks. Sticks are new and stylish. Sold under the maker's guarantee—and ours.

\$1.50 to \$3

Money back on every one that doesn't give entire satisfaction.

Fine Table Linens

A new lot just in from Edson, Moore & Co. New vine and flower designs—the season's novelty. Prices range from 50c to \$1.50—sterling values at every figure. Napkins to match the better kind, \$2.25 to \$4 a dozen.

1-3 Off Backward season, Shoes

and a determination to keep our stock fresh and clean is the cause of this reduction. All our Walking Shoes, including the Pingree & Smith and Meyer lines are being sold at two-thirds their former prices. (Prices here)

BOOSINGER BROTHERS

While the style and arrangement of this advertisement are not particularly original, they present an improvement over the other form, in that the matter is arranged so that the display lines balance each other, giving the advertisement a much better appearance. Space does not permit of an entire revision of the advertisement, but by following out the suggestion Mr. Boosinger will not only produce more attractive advertisements, but also save considerable space. Even where space is inexpensive, as it is in most papers of limited circulation, it does not pay to waste it. Use as much as you need to secure proper display, and not an inch more.

* * *

Bellevue, July 14—I send you a few specimen advertisements, also the Bellevue Gazette of this week, showing our advertisement for this month. The typographical work in this office is poor, and one price was left out of our advertisement, but what we want to know about is the write-up part. The circulars we put in customers' packages. Go for these as hard as you have a mind to; we print them and do the whole thing.

JOHN H. YORK.

The advertisement in the Gazette has only one fault that I can see, and that is that the heading is not prominent enough. If it were set in the same style of type as the signature, it would make a decidedly stronger appearance. I am strongly opposed to the use of open-faced type in newspaper work. The basic principle of display is contrast. It is used for the purpose of making certain points prominent. Open-faced type too nearly approaches the tone of

the general body-type of the average newspaper to give the necessary amount

Special July Sale.

From Thursday July 13 until the close of the month, prudent folks will find many economical chances; all goods are modestly priced at our store but these prices upset all ideas as to usual values. They're extremely unusual, for instance,—

Muslins.

Three brands first-class unbleached Muslin, fine, medium and heavy all at 5 cents. Heavy bleached Muslin 6 cents.

Prints, Etc..

1,217 yds. Light Calico, 3½ cents. 3,816 yds. Fancy prints (including blacks, blues & Grays.) Apron Check Gingham 3 cents. Lot wide percales 6½ cents yard. Lot best yard wide percales 9½ cents.

Wash Dress Goods.

Lot of Challies, Dimities, Cords, etc., 4½ cents. 2 pieces figured Pique 7 cents (formerly 10c and 12½c.)

Dress Goods.

Without reserve our Dress Goods stock will be offered at 20 per cent discount from regular prices. This means a saving of 20 cents on every \$1 in this department.

Shirt Waists.

Lot No. 1 at 29 cents, Lot No. 2 at 39 cents, mostly this year's goods and are decided bargains.

If we offer you an article for 9c worth 12c you may be assured that our reason for so doing is because we want your 9c, or the room the goods occupy. Come early, Come often and buy liberally.

JOHN YORK.

vertisements in the paper is sure of gaining the attention of the public. If his advertisement sticks out so prominently by reason of its "differentness," he can afford to use smaller spaces, so that in a short time his outlay on type will have paid for itself. As an illus-

From present appearances, I shall not be able to answer all enquiries the same week they are received and, in fact, I am obliged to leave one letter unanswered this week, as my space is limited. W. S. HAMBURGER.

Why They Couldn't Agree.

"Gentlemen of the jury, have you agreed upon a verdict?" asked the judge.

"We have not," replied the foreman, "and what's more we never will be able to. You see, judge," he added confidentially, "it's just this way: When the lawyer for the defense got through talking we were unanimously of the opinion that his client should be acquitted and the prosecuting attorney disbarred, if not hanged, and when we had heard the prosecuting attorney we decided that the prisoner was guilty and his lawyer ought to get twenty years in the penitentiary as well. Then you gave us about forty-five minutes of instructions and we were up in the air, so to speak, and so confused that we have been unable to agree upon anything except that both attorneys ought to be convicted."

He Had.

"Have you 'Married in Haste?'" she asked of the young man behind the counter in the book store. "I have," he replied, "but it's all right now. I was divorced at leisure."

Men's, Boys' and Children's

Clothing Sale,

Dress Goods Sale

Shirt Waist Sale

still goes merrily on, and you are very foolish if you do not profit by it. If you can make \$1.00 on the investment of \$4.00, you will make the investment as soon as possible. We are offering you that chance, but you do not have to invest \$4.00, only \$3.00, for we are giving you \$4.00 worth of goods for \$3.00. Can you find a better investment?

Men's \$15-Suits and worth every cent they are marked for \$11.25

Here is a chance to make \$3.75; do you know of a better paying investment? The goods are staple and good any time of the year.

A \$12.00 SUIT.....FOR \$9.00

A \$10.00 SUIT.....FOR \$7.50

A \$5.00 SUIT.....FOR \$3.75

Can you earn \$1.25 any easier?

A day's wages saved in 15 minutes by

buying your clothing at this sale.

All Novelty Dress Goods

at One-Fourth Off,

saving you 25 cents on every yard of \$1.00 Novelty Dress Goods, saving \$1.50 on a dress of 6 yards, 18½ cents on every yard of 75 cent goods, 12½ cents on every yard of 50 cent goods.

Don't you think it cheaper to buy these goods at a sale than to wait till later when they are sold at full price? Even if you do not want to make them up till fall, they will earn money for you every day they are on your shelves.

"Money Saved is Money Earned."

We have got to make room for our fall and winter goods; that is why we are selling these goods at 1-4 off. We are the losers, you who buy are the gainers.

Olney & Aubery

tration: A local retailer in Grand Rapids who has been running a 2-inch advertisement in one of the papers adopted my suggestion of using a specially-designed border on his advertisement. He had been using preferred position in the paper, at an advance of 25 per cent over regular rates, but when he adopted the new border he found his advertisement was so strong that he could afford to let it go in "run of paper," at a saving of 20 per cent. on his bills. That border will pay for itself in a few more issues, and after that it will save money for him. And a good strong type-style, even if it costs a few dollars at first, will do the same thing for any merchant who is alive enough to try it.

* * *

I am glad to see the readers of the Tradesman are beginning to take advantage of the opportunities given them in this column and trust that each week will bring its quota of specimens.

HEMLOCK BARK



Bark measured promptly by experienced men, no novices employed to guess at it. Top prices paid in Cash. Call on or write us.

MICHIGAN BARK & LUMBER CO., 527 and 528 Widdicombe Bldg., Grand Rapids, Michigan.



Detroit, Mich. July 1, 1899.

Messrs. Phipps, Penoyer & Co.,

Saginaw, W.S., Mich.,

Gentlemen—Your favor announcing the arrival in good order of car Hemmeter's Champion shipped you June 22 to hand. We take this opportunity of again thanking you for the energetic manner in which you are widening the territory and increasing the sale of our goods.

We note the probability of your needing another car in the near future and would ask, in view of the large demand now made on us for the Champion, that you give us as much notice as possible.

Awaiting your further commands, we are

Respectfully yours,

The Hemmeter Cigar Co.

By.....*J. Hemmeter*...
Mgr.

Why They Couldn't Go Back to Indiana.

Written for the TRADESMAN.

It was midsummer. The hot July sun was sending down its almost vertical rays upon the drought-stricken country. In every direction over the weary expanse of level prairie the air quivered and boiled. The earth in many places showed great heat cracks as if it were gasping for something to drink. Occasionally a column of dust might be seen traveling with stately ease across the dry fields. By the side of the road, which stretched its brown and dusty length for miles before the eye, a little unpainted frame house sizzled in the sun. The pitch in the pine siding of the house stood out in warts, and here and there wormed its sticky way downward to the ground. There wasn't a tree within twelve miles and the only green thing about was a stunted geranium plant growing in a tin tomato can which stood in one of the windows of the forlorn house. In the shade of a dilapidated straw shed a short distance from the house an old grey horse stood stamping his feet and switching his tail in a vain attempt to keep off the flies. At a well just beyond the shed several younger horses, with ears laid back, were disputing possession of the water-trough with two gaunt-looking cows. A motherly-looking woman, with her sleeves rolled above her elbows, was drawing water for the thirsty stock. Every now and then when one of the horses with a vicious snap would frighten the timid cows away the woman would remonstrate with, "Here you, Blackie! jest keep yer teeth to yerself; there's plenty o' room fer all of ye. Hi there, Mag! ef ye don't quit a bitin' I'll take a gad to ye. Fer the land sakes!" exclaimed the woman, as she looked into the full bucket she had just drawn, "thet water's roily. I hope to the Lord this well ain't a goin' to peter out an' dry up like the creek has. What on earth 'd we do ef thet sh'd happen, I'd like to know," and she set the bucket down unemptied on the corner of the wellcurb. "Lord," continued the woman, still thinking aloud, "h'ain't we cum through enough yit?" She clasped her hands and rested them on the edge of the bucket. "Thar warn't no wheat nor thar warn't no corn last year. The chintzbugs they e't up the wheat an' the hot winds they burnt up the corn. Thar warn't no gardin' 'ceptin' a few 'taters 't I iegated frum the well here. Thar warn't nuthin' 'ceptin' a little wild bay—'nough to keep the stock frum starvin' durin' the winter—an' thet wuz all. Then them pesky coyotes got into the chicken coop an' e't up all o' the layin' hens. An' then, as ef thet warn't 'nough, my Bill, he had to go an' run off an' leave father an' me here to worry our hearts out a lookin' an' a longin' fer him to come back er to send us word whar he wuz. I wonder whar he is now. I wonder ef he knows thet I think of him every minute o' the day, an' thet I pray fer him every night an' mornin', an' thet I wish, O how I wish, he'd come back! But land sakes! thar ain't no use a wishin'. He's ben gone a'most a year now an' ef wishin' 'd a brung him back he'd a ben here long ago. I told father 'twarn't no use a lettin' Bill go to work in the village store, 't we couldn't spar him fer good, an' that 'twould only make him d'sat'fied when summer come an' we had to hev him back on the farm. 'Twarn't no sort o' use fer me to argue. Bill he wanted to go, an' father he said 'twould be an' edication

fer him, ez good ez goin' to school, an' ez long's Crawford wanted Bill, an' 'ud pay him twelve dollars a month an' his board, 't he'd ought to go. 'Twas jest es I said, though—when we tuck Bill out o' the store, a year ago this last spring, he jes' couldn't stan' farm work no more. An' thet made father mad, an' he licked him, an' then Bill left us. Lord! I'd be willin' to hev this well go dry—I'd be willin' 't stan' a'most anything ef my boy'd only come back to me." Overcome with the intensity of her longing, the woman buried her face in her hands and burst into tears. "Come, come, Mary, cryin' ain't a goin' to help it," exclaimed a big, robust farmerish-looking man whose approach had been unnoticed by the woman. "Tings is bad, I know; but ef the wust comes to the wust we kin put the bows an' canvas onto the wagin' an' go back to dear ol' Injany, whar they don't hev none o' this heart-burnin' fer a drop er two o' rain."

"William," burst out the woman, "thet's jes' the very thing thet we can't never do! We jes' got to stay right here an' griu an' bear it an' wait."

"Thet's jes' whar yer calklatin' off, Mary—we don't hev to stay. We don't owe nuthin' to nobody, the place is paid fer an' thar's \$75 in the ol' china teapot in the cupboard. Besides, I kin git work fer myself an' team on the way ef we run short o' funds—I saw ye a leanin' on the well here when I wuz t'other side o' the creek yonder, an' I knew ye wuz a thinkin' an' a wishin' an' a cryin'; an' I 'bout made up my min' 't we'd pull out o' here an' leave it fer what the Lord A'mighty always intended it—the coyotes, the prairie dogs an' the jack rabbits."

"Leave it!" exclaimed the woman, her voice sharpened by a note of fear; "an' then some night when it's quiet an' silent ez the grave here, when thar's nothin' breakin' the stilness but the howl of a coyote an' the sound o' the wind ez it steals over the prairie, our boy might wander back! No, William, we can't go, we can't go—not until Bill comes back!"

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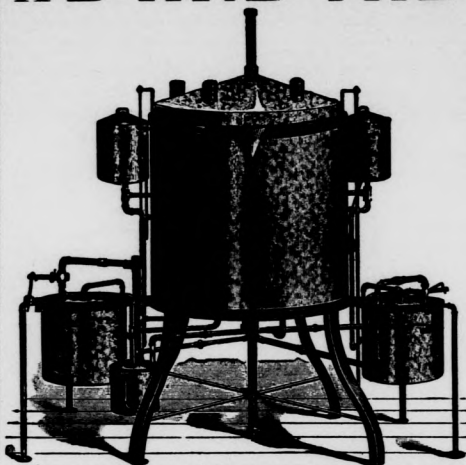
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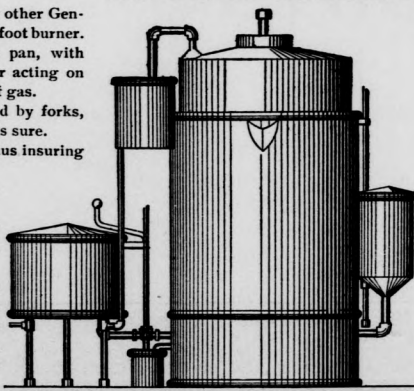
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Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. BAKER. Regular meetings—First Saturday of each month in Council Chamber in McMullen block.

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Charles F. Ballard (National Biscuit Co.) suffered a stroke of paralysis at St. Louis July 14 which deprives him of the use of his left side. He has the full use of his right arm and limb and expects to recover the use of his left side in the course of two or three weeks.

F. A. LeSuer's smiles are now to be seen through the Cashier's window at the First National Bank of Charlotte. Customers, former fellow travelers and friends generally miss Mr. LeSuer's visits and companionship, but all are glad to know that one of their number has been so successful on retiring from the road.

D. A. Harrison (Farrand, Williams, & Clark, Detroit) was in Albion one day last week. Just what relation he is to William Henry we have not figured out, but we know he came from the same stock, as he is always cool headed, never in a hurry, always has time for everything, making friends and sales while others make many towns and quick time.

The Tradesman has a serious disclosure to make this week concerning one of the oldest and most respected traveling men residing in this city. L. M. Mills (Morrison, Plummer & Co.) recently went to Ottawa Beach with the Bradley Rifles, of which his son is a member, and took a week's respite from business cares and responsibilities—an almost unheard-of dissipation for so sedate and energetic a gentleman.

The charge of bad faith made against the captain of the Grand Rapids Traveling Men's Baseball Club by the erstwhile captain of the Kalamazoo Club is of so serious a nature that an investigation should be instituted at once to determine the exact facts in the controversy. If the captain of the Grand Rapids Club is guilty of the charge preferred by the erstwhile captain of the Kalamazoo Club, he should be drummed out of the Grand Rapids Club in disgrace, in which case he would probably be elected captain of the Kalamazoo Club, which appears to have a penchant for changing captains every week.

New Orleans Times-Democrat: "My business takes me into a great many small towns," remarked a drummer the other evening, "and while loafing with the natives, who debate the fate of nations and carve their monograms on cracker boxes in corner groceries, I hear lots of good old stories, furbished up, retrimmed, dyed, scoured, polished and practically as good as new. There are six or eight of these yarns that I

have learned to look upon as old friends, and it warms my heart when I meet them, no matter what local disguise they happen to be wearing. A few days ago, for instance, I happened into a strange town in Ohio and felt frightfully bored and lonesome until a storekeeper began to tell me a story about a lawyer named Googan in a place up the road. 'He was a trifling kind of a chap,' said the storekeeper, 'and one day he heard of a doctor in New York that had a scheme for taking out the no-account part of a fellow's brain and replacin' it with first-class thinkin' machinery. Knowing that everybody regarded him as a blamed fool, Googan concluded to go off on the quiet and get fixed up. So he scooted for New York and when he got there the doctor told him that his brain was petrified, hard as a rock, but he promised to make him a new one that he could think with and told him to come back in six months and have it put in. Googan promised, but when the time arrived he didn't show up, and the doctor wrote him a letter. 'I have your brain all ready,' he said; 'come and get it.' 'It ain't necessary,' Googan wrote back; 'I've been lectured to the Legislature.' 'Thank you kindly,' says I to the storekeeper when he concluded; 'I feel perfectly at home now.' He looked a little puzzled, but consented to join me in some nerve tonic."

To Sell Eggs By Weight.

"An act to further amend the weights and measures act of Canada" has been introduced in the House of Commons, designed to fix the weights at which eggs shall be sold in the Dominion. It provides that "unless otherwise specially agreed upon between the buyer and seller, eggs shall be sold by weight, and the weight equivalent to a dozen shall be one pound and a half." This is the weight demanded by the British market, which is equal to 15 pounds to the "long hundred," which is ten dozen. At present, eggs are usually bought by the dozen as they come to hand, and only those which are up to the demand of the British market in size are sent there, which leaves the smaller eggs to be used at home or be sent to the mining or other Canadian markets. While an act of parliament can not be expected to enlarge a hen's egg mould, the proposed law will, if carried out, induce poultry keepers to do away with the hens and breeds of hens that lay small eggs, and keep only those for egg production which shell out the proper sized hen fruit. The author of the bill, referring to it in a letter, said: "The bill is not intended to interfere with the sale of eggs by the farmers to the egg dealers, but to regulate the sale of eggs bought at a distance, as there is often difficulty in deciding what a standard dozen of eggs means. This bill defines the standard as between local dealers and dealers at a distance in this country, but principally in the British market."

Years For Other Worlds to Conquer.

Having led the Grand Rapids Traveling Men's Baseball Team to victory on two consecutive occasions, Geo. Rydale now yearns for other worlds to conquer, and, in furtherance of his ambition, he sends the Tradesman the following communication:

Will you kindly insert in the Tradesman some kind of a challenge to the Jackson, Lansing and Saginaw traveling men for a game of ball, to be played any Saturday they may name. You know how to fix up such an article better than I. Will consider this a great favor. GEO. RYSDALE, Manager Grand Rapids Traveling Men's Baseball Team.

Some people are better when they are sick than at any other time.

Tender Tribute to the Tireless Traveler.

The traveling fraternity is composed of what a great many people call drummers, and in the estimation of a few people, the drummer is a conglomeration of the confidence man, lightning-rod peddler and the book agent, with a through pass and his baggage check for the lower regions. I remember a little incident that happened down in Adrian a few years ago that illustrates the opinion some people have of us. There lived beside me an old Methodist minister. He and his dear old wife had taken their only grandson to raise. He was a handsome little fellow of more than ordinary intelligence. The old minister would often take him around to his neighbors and tell them what a smart and noble man Willie was going to make. As the little boy grew to be five or six years old the grandfather became very anxious to know just what profession Willie would follow when turned out on his own resources. He had often heard the old adage about the Bible, etc., so he prepared a small table in the middle of the room and placed on it a silver dollar, a small Bible and a bottle of whisky. He called the old grandmother in and said to her, "I am going to find out what profession our little boy is going to follow; if he should take the Bible, he will be a great Methodist bishop; if he should take the dollar he will make a banker or a shrewd business man; but, God forbid, if he should take the bottle of whisky, he will be a saloon keeper and a drunkard;" so they placed Willie in the room, and they took their position behind the door to watch him. He walked directly up to the table, took the bottle of whisky, looked at it, took the cork out, took a drink and shoved it down in his pocket. Then picked up the dollar and looked at it and put it in his pocket. He then walked around to the other side of the table and took the Bible, turned over a few leaves, closed it up and put it under his arm and started across the room. With tears rolling down the old man's cheeks he at once fell to his knees and commenced praying to the good Lord to have mercy on his grandchild. The old lady stood in amazement, and finally asked the old gentleman what was wrong. He said, "I never thought he would come to this. I thought perhaps he might be a saloon keeper or a drunkard. He has drunk the whisky, put the money in his pocket and started off with the Bible under his arm—this is a sure sign that he is going to be a drummer."

As time advances and the people become more enlightened, they realize that the drummer is not such a monster after all. Competition has become so strong that the successful traveling man of today must have more qualifications than our brothers of forty years ago. He must be a man of excellent business ability, must possess intelligence and morality and be a gentleman at all times.

The traveling men of Michigan represent the best citizenship of the State, and constitute a mighty force, not only in trade and commerce, but in the social and political affairs of the State and nation.

They are men of recognized ability and intelligence, whose counsel and friendship is sought, and whose opposition is dreaded. They have attained a position in the business world that makes them as much of a factor as the doctor, the lawyer, the politician or the

banker. To raise the standard of our fraternity higher should be the aspiration of every true Knight of the Grip. Let us bridge the chasms between capital and labor and raise above them the arches of friendship, love and truth. Capital has built up large manufacturing institutions, which give employment to thousands of honest laboring men and women, and this makes our nation prosperous and great. It is the lot of the drummer to leave his home and kiss his wife and baby good-bye, take his samples and traverse this broad land and introduce the products of our manufacturers to the consumers. But for him many of our large institutions would not be in existence, and the products of others would be moulding on the shelves or sleeping in the warehouse.

I have long been convinced of the fact that the traveling men have the best of the land. Our excellent taste and good judgment have become proverbial and are displayed with especial ability in the selection of our wives and sweethearts. We admire the good and the beautiful and this accounts for the fact that many of our handsomest women are the wives and sweethearts of the traveling men. Such prizes are not drawn in the matrimonial market by accident; our good fortune is accounted for on the theory that we make first-class husbands. We all believe that woman is the queen of social nobility, the flower of rarest beauty, whose fragrance is designed to perfume the pathway of human life. Burns was right when he said,

He tried on man the apprentice hand,
And then he made the lassie.

F. D. ROBERTS.

Has Nothing to Do With the Meals at Edmore.

Grand Rapids, July 22—The party writing over the name of Traveler in the Tradesman of July 19 is in error in supposing that the D., G. R. & W. Railroad Company has any connection with the restaurants or hotels along the line of our road. Supper is never furnished at Edmore except on special request of some passenger. The company has an arrangement with the hotel at Alma by which meals are furnished on the cars, but at no other place. I know nothing by personal experience of the character of the meals furnished at Edmore, but I have heard that they are not of the highest grade. CHAS. M. HEALD, President.

Most people like to be called bad in a laughing sort of a way.

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How to Retail Cigars in a Drug Store.

Of all conditions necessary to make the retailing of cigars a success, neatness and cleanliness of a store in general is one of the first considerations.

Take it for granted that such a condition exists in the store, the following additional circumstances ought and do bring about the desired result of this article:

Have a show case large enough to display goods properly; at the same time, let show case be one with a minimum amount of wood work, which often obstructs view of contents and brands of cigars.

See that your show case is never dusty, and as near air-tight as possible; as soon as the sun strikes the case cover the part exposed with a heavy paper, thus protecting the goods, and at the same time letting your smokers know that you are keeping your cigars in the best condition. A great mistake which is invariably made by druggists is to keep the cigar cases' glass too loaded down with other goods often more closely associated with the nursery than the taste of the fastidious smoker. Instead of corn medicines, easy passage lozenges, perfumes, cards, easels, tooth brushes, etc., let there be on top of a cigar case only a neat cigar mat and cigar cutter, but not a lighter, the best of which are a nuisance. In lieu thereof, have a small Swedish match stand and ash tray; if any more is to be added, let it be a bouquet of flowers, which does more talking on top of your case than all else for the sale of fine cigars.

Another important feature—never permit a customer to stand in front of your case waiting to be served, as nothing is more annoying to the smoker; he is often in a hurry, and will not wait long, if not waited on, and soon finds another place where he receives more attention.

It is, whenever the trade justifies it, very good to have a clerk of neat appearance constantly at, or near, the cigar counter; see that goods are skillfully displayed in the case, and then keep fresh and supplied with moisture, for which purpose use some alcohol from time to time.

Catchy window displays, made of empty cigar boxes of your best sellers, attract great attention, and verify your previous claims on the sale of these goods.

Whenever you are taking hold of a new brand of cigars, send out invitations to your prospective customers, asking them to drop in and sample one of your new cigars for the price of their good judgment as to the quality of the new brand.

All these things will bring success, if you have not made a mistake in buying your goods.

When buying cigars, see that the jobber or manufacturer you buy from is

as much interested in the success of his brands in your store as you are yourself; avoid all scheme goods, but pay your cash only for cigars, and let the concern alone which has silver and gold watches, bedsteads, and what not, that go with every \$35 worth of their \$17 cigars.

In some localities the cigar wheel (without blanks) sells, and helps the sale of cigars, and, being no scheme, is herein approved.

By all means, if you must handle them, keep cigarettes away from cigars; the average cigar smoker abhors these coffin nails.

For the clear Havana smoker keep, if possible, a separate chest, in which their favorite brand is kept, in especially nice condition.

When you are satisfied that you have the best goods that money can buy, stick to your brands, for merit will win, and the goods have your confidence, and come to you from a reliable house.

If the provisions which I have here enumerated do not bring you a good cigar trade, throw out the cigars and make a more profitable use of the space they occupy in your store.—Henry Rallman in Cigar Talk.

Care of Marble Around the Fountain.

The action of acids, viz., sulphuric, carbonic, citric, phosphoric, lactic, etc., or the fumes emitting therefrom, employed in carbonating and dispensing soda water, attacking marble, are very injurious to the polish; the front of the apparatus, marble slabs, etc., exposed to the spattering of soda-water, in which one or more of these acids are present, should be immediately rinsed with water and afterwards rubbed quickly with a clean, soft cloth until perfectly dry. Frequent applications of pure olive oil to black or fancy marbles, rubbed vigorously with a soft, smooth fabric, will assist toward retaining their original appearance. Under no circumstances should oil or soap be applied to onyx, Italian white, French blue, or Bardillo marbles. Stone of this description should be washed frequently with pure water and afterwards rubbed briskly with a clean chamomile until it assumes a glossy appearance. A saturated solution of beeswax in turpentine, rubbed into the pores of highly colored marble showing signs of dimness, and afterward removed by rubbing it smartly with a soft, smooth cloth, will restore its original luster.

Light-colored marbles, and especially onyx, should be kept dry and bright by burnishing the surface frequently with a clean chamomile.

To prevent Belgian black marble from turning gray, it should be oiled and rubbed freely at least once a week. By keeping the pores of marble filled with oil, a film is formed over the surface which becomes almost impervious to the action of acids, etc.

Scott's Emulsion Vindicated.

The case of the Dairy and Food Commission of Ohio against Scott & Bowne has finally been decided with an emphatic verdict for the defendants. The charge, it will be remembered, was that Scott's Emulsion contained morphine and should, therefore, in accordance with the laws of the State, be labeled with the skull and crossbones. This Scott & Bowne refused to do, declaring that no morphine existed in the preparation. At least twenty-five chemists have since examined the preparation and found no morphine, and it was inevitable that a verdict for acquittal should be rendered in the end.

Promiscuous Dispensing By Physicians.

The pharmacy laws of our several states, and those of Great Britain as well, specifically permit the physician to dispense medicines for his own patients, although this privilege is denied him, we believe, in one or two countries on the Continent. Abstractly, there is no reason why a physician should be allowed to dispense medicines for his own patients any more than for the patients of other physicians, unless he be found competent by the pharmacy board of the State; for competency is no less necessary in one case than in another. Just why this exemption ever came to be allowed physicians is therefore rather puzzling. It can be explained only on two grounds. In earlier and less enlightened ages the physician and pharmacist were one. And it seems likely that this practice in the two fields, which is now but traditional and has positively no bearing upon present conditions, for the physician of to-day is not at all trained in pharmacy, crept into the early legislation governing the practice of both callings and there remained. The second explanation is that the physician is held accountable for any accident which may befall his patients through either his negligence, ignorance, or mistake, and that he may therefore be given full liberty of action.

But be this as it may, physicians are sometimes wont to enlarge upon the privilege given them of dispensing to their own patients. Sometimes "poor picking" impels a physician to stray from his own pasture into the cloverfield over the fence. Sometimes a grasping nature impels him to do it. Sometimes a spirit of revenge impels him to do it. At any rate, it is not infrequently the case that physicians dispense medicines, not alone to their patients, but to all who would permit of it. The writer well remembers an experience which befell him while behind the counter. He had a suffering old customer who constantly used five-grain powders of phenacetine. These were of course expensive. We charged 80 cents for twenty-five powders; at that time phenacetine cost, if memory serves us correctly, \$1.50 per ounce. Well, it suddenly occurred to us one day, as the old fellow was in the store, that he had not gotten any powders in a considerable time, and so we asked him about it. He replied that Dr. Blank had accosted him in the street one day, and found out that he was using powders of phenacetine, and upon hearing his complaint of their expense, had told him that he would furnish them for a cent apiece. This was a considerable saving to the old fellow, and so he had gladly availed himself of the opportunity, ignorant of the fact that the charitable doctor had given him powders, not of phenacetine, but of acetanilid.

Before the annual meeting of the Pennsylvania Pharmaceutical Association, held the other week in Philadelphia, Mr. Louis Emmanuel, President of the State Board of Pharmacy, read a paper in which he cited case after case where physicians were dispensing drugs broadcast. He told of the manner in which they sought customers and the

subterfuges to which they resorted in order to escape possible conviction under the law for selling drugs without a pharmacist's license.

Practices similar to these have evidently annoyed the pharmacists of this State, for in a bill which was introduced in the Legislature during the session just closed there was a provision specifically prohibiting physicians from dispensing medicines for, or furnishing medicines to, any but their own patients. There are not many physicians who resort to the practices against which this bill was aimed. The medical profession as a whole is made up of honorable and capable men, with whom pharmacists should strive to get on terms of co-operation. But there are black sheep in every flock, and from the black sheep in the medical flock it is desirable to protect ourselves whenever it is possible so to do. It is therefore unfortunate that the Michigan bill did not pass.—Bulletin of Pharmacy.

The Drug Market.

Opium—Is slightly lower on account of reports that the new crop will be ample.

Morphine—Is steady at unchanged prices.

Quinine—Has been reduced 2c per ounce by both American and foreign manufacturers.

Cuttle Bone—Has again advanced. Stocks are being reduced and reports of the catch are very unfavorable. Much higher prices are looked for later on.

Glycerine—Is unchanged, but manufacturers are very firm in their views, on account of the small stock of crude.

Balsam Copaiba—Is tending higher. Essential Oils—Anise is very firm at the advance noted last week. Cassia is also advancing. Wintergreen has advanced.

Genuine German Chamomile Flowers—Have advanced abroad. Other chamomiles called German are offered at lower prices.

Arnica Flowers—Are very firm, on account of small crop.

Didn't Like the Family.

Rich Old Party—What do you want a wife for when you can hardly support yourself? Why, sir, my daughter would starve!

Snookins (with great dignity)—Well, sir, if you are the kind of man to let your daughter and her husband starve I don't wish to enter the family.

How quickly the millennium would come if we would only do the wonderful things to-day that we are going to do to-morrow.

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NORTHVILLE, MICH.

FOR THE
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Alcoholism or Drunkenness

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FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum.....	60 3	Conium Mac.....	35 50	Scilla Co.....	50
Benzoinum, German.....	70 75	Cubeba.....	1 15 1 25	Tolutan.....	50
Boric.....	16	Cubeba.....	90 1 00	Prunus virg.....	50
Carbolicum.....	29 41	Erigeron.....	1 00 1 10	Tinctures	
Citricum.....	48 50	Gaultheria.....	1 40 1 45	Aconitum Napellis R.....	60
Hydrochlor.....	30 5	Geranium, ounce.....	75	Aconitum Napellis F.....	50
Nitricum.....	80 10	Gossypii, Sem. gal.....	50 60	Aloes.....	50
Oxalicum.....	13 14	Hedeoma.....	1 25 1 35	Aloes and Myrrh.....	50
Phosphoricum, dil.....	15	Junipera.....	1 50 2 00	Arnica.....	50
Salicylicum.....	50 6	Lavandula.....	90 2 00	Assafetida.....	50
Sulphuricum.....	1 14 5	Limonia.....	1 35 1 45	Atrape Belladonna.....	50
Tannicum.....	1 25 1 40	Mentha Piper.....	1 60 2 20	Aurant Cortex.....	50
Tartaricum.....	38 40	Mentha Verid.....	1 50 1 60	Benzoin.....	50
Ammonia		Morhuus, gal.....	4 00 4 50	Benzoin Co.....	50
Aqua, 16 deg.....	40 6	Myrica.....	4 00 4 50	Barosma.....	50
Aqua, 20 deg.....	60 8	Picis Liquida.....	10 12	Cantharides.....	50
Carbonas.....	13 14	Picis Liquida, gal.....	10 12	Capelium.....	50
Chloridum.....	13 14	Ricina.....	32 1 00	Cardamon Co.....	50
Aniline		Rosmarini.....	1 00	Castor.....	1 00
Black.....	2 00 2 25	Rose, ounce.....	6 50 8 50	Catechu.....	50
Brown.....	80 1 00	Succini.....	40 45	Cinchona.....	50
Red.....	45 50	Sabina.....	2 50 1 00	Cinchona Co.....	50
Yellow.....	2 50 3 00	Santal.....	2 50 7 00	Columba.....	50
Bacca		Sassafras.....	55 60	Cubeba.....	50
Cubessa.....	13 15	Sinapis, ess., ounce.....	1 70 1 80	Cassia Acutifol.....	50
Juniperus.....	60 8	Tigili.....	40 50	Cassia Acutifol Co.....	50
Xanthoxylum.....	25 30	Thyme.....	40 50	Digitalis.....	50
Balsamum		Thyme, opt.....	1 60	Ergot.....	50
Copaiba.....	50 55	Theobromas.....	15 20	Ferri Chloridum.....	50
Perru.....	2 75	Potassium		Gentian.....	50
Terebin, Canada.....	45 50	Bi-Carb.....	15 18	Gentian Co.....	50
Tolutan.....	50 55	Bichromate.....	13 15	Guaiaca.....	50
Cortex		Bromide.....	52 57	Guaiaca ammon.....	50
Abies, Canadian.....	18	Carb.....	12 15	Hyoscyamus.....	50
Cassia.....	12	Chlorate, po. 17@19c.....	16 18	Iodine.....	75
Cinchona Flava.....	18	Cyanide.....	35 40	Iodine, colorless.....	75
Euonymus atropurp.....	30	Iodide.....	2 40 2 50	Kino.....	50
Myrica Cerifera, po.....	30	Potassa, Bitart, pure.....	25 30	Myrrh.....	50
Prunus Virgin.....	12	Potassa, Bitart, com.....	10 12	Nux Vomica.....	50
Quillaja, gr'd.....	12	Potassa Nitras, opt.....	10 12	Opi.....	75
Sassafras.....	12	Potassa Nitras.....	10 12	Opi, camphorated.....	50
Ulmus.....	15	Prussiate.....	20 25	Opi, deodorized.....	50
Extractum		Sulphate po.....	15 18	Quassia.....	50
Glycyrrhiza Glabra.....	24 25	Radix		Rhatany.....	50
Glycyrrhiza, po.....	28 30	Aconitum.....	20 25	Rhe.....	50
Hematox, 15 lb box.....	11 12	Aitha.....	22 25	Sanguinaria.....	50
Hematox, 1s.....	13 14	Anchusa.....	10 12	Serpentaria.....	50
Hematox, 1/4s.....	14 15	Arum po.....	20 25	Stromonium.....	50
Hematox, 1/8s.....	16 17	Calamus.....	20 25	Tolutan.....	50
Ferru		Gentiana.....	12 15	Valerian.....	50
Carbonate Precip.....	15	Glycyrrhiza.....	16 18	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Hydrastis Canad.....	70	Zingiber.....	50
Citrate Soluble.....	75	Hydrastis Canad.....	70	Miscellaneous	
Ferrocyanidum Sol.....	40	Hellebore, Alba, po.....	18 20	Aether, Spts. Nit. 3 F.....	30 35
Solut. Chloride.....	15	Inula, po.....	15 20	Aether, Spts. Nit. 4 F.....	34 38
Sulphate, com'l, by.....	50	Ipeacac, po.....	4 60 4 75	Alumen.....	24 28
Sulphate, pure.....	7	Iris plox.....	35 40	Alumen, gro'd.....	30 4
Flora		Jalapa, pr.....	35 40	Annatto.....	40 50
Arnica.....	12 14	Maranta.....	25 30	Antimoni, po.....	40 5
Anthemias.....	20 25	Podophyllum, po.....	25 30	Antimoni et Potass T.....	40 5
Matricaria.....	30 35	Rhei.....	75 1 00	Antipyrin.....	20 25
Folia		Rhei, cut.....	1 25	Antifebrin.....	50
Barosma.....	25 30	Rhei, pv.....	75 1 35	Argent Nitras, oz.....	10 12
Cassia Acutifol, Tin.....	18 25	Spigelia.....	35 38	Arsenicum.....	10 12
Cassia Acutifol, Alx.....	25 30	Sanguinaria.....	15 18	Balm Gilead Bud.....	32 40
Salvia officinalis, 1/4s.....	12 20	Serpentaria.....	40 45	Bismuth S. N.....	1 40 1 50
Ura Ursi.....	80 10	Senega.....	40 45	Calcium Chlor., 1s.....	10
Gummi		Similax, officialis H.....	40 45	Calcium Chlor., 1/4s.....	10
Acacia, 1st picked.....	65	Smilax, M.....	10 12	Calcium Chlor., 1/8s.....	12
Acacia, 2d picked.....	45	Scilla.....	10 12	Cantharides, Rus. po.....	75
Acacia, 3d picked.....	35	Symplocarpus, Fosti.....	25 30	Capel Fructus, af.....	15
Acacia, sifted sorts.....	28	Valeriana, Eng. po. 30.....	15 20	Capel Fructus, po.....	15
Acacia, po.....	60 80	Valeriana, German.....	15 20	Capel Fructus, B, po.....	15
Aloe, Barb. po. 18@20.....	12 14	Zingiber.....	25 27	Caryophyllus, po. 15.....	12 14
Aloe, Cape.....	12	Semen		Carmine, No. 40.....	3 00
Aloe, Socotri.....	30	Anisum.....	12 15	Cera Alba.....	50 55
Ammoniac.....	55 60	Apium (graveleons).....	13 15	Cera Flava.....	40 42
Assafetida.....	30	Bird, 1s.....	4 6	Coccus.....	40 42
Benzoinum.....	50 55	Carui.....	10 12	Cassia Fructus.....	30 33
Catechu, 1s.....	15	Cardamon.....	1 25 1 75	Centraria.....	10 12
Catechu, 1/4s.....	14	Cardandrum.....	80 10	Cetaceum.....	50 55
Catechu, 1/8s.....	16	Cannabis Sativa.....	44 5	Chloroform.....	50 55
Camphora.....	50 55	Cydonium.....	75 1 00	Chloroform, squibbs.....	1 10
Euphorbium, po. 35.....	10	Dipterix Odorata.....	1 40 1 50	Chloral Hyd Crst.....	1 65 1 90
Galbanum.....	1 00	Foeniculum.....	70 9	Chondrus.....	20 25
Gamboge po.....	65 70	Foenugreek, po.....	70 9	Cinchonidine, P. & W.....	3 43
Guaiacum.....	30	Lini.....	3 1/4 4 1/4	Cinchonidine, Germ.....	3 45
Kino.....	3 00	Lini, gr'd.....	4 40 4 1/4	Cocaine.....	3 80 4 00
Mastic.....	60	Lobelia.....	35 40	Corks, list, dis. pr. ct.....	70
Myrrh.....	40 45	Pharlaris Canarian.....	3 1/4 4	Croosotum.....	35
Opi.....	1 60 1 80 3 25 3 35	Rapa.....	4 1/4 5	Creta.....	10 12
Shellac.....	25 35	Sinapis Albu.....	90 10	Creta, prep.....	10 12
Shellac, bleached.....	40 45	Sinapis Nigra.....	11 12	Creta, rubra.....	8
Tragacanth.....	50 80	Spiritus		Crocus.....	180 24
Herba		Frumenti, W. D. Co.....	2 00 2 50	Cudbear.....	24
Absinthium, oz. pkg.....	25	Frumenti, D. F. R.....	2 00 2 25	Cupri Sulph.....	6 1/4 8
Eupatorium, oz. pkg.....	25	Frumenti.....	1 25 1 50	Dextrine.....	10 12
Lobelia.....	25	Juniperis Co. O. T.....	1 65 2 00	Ether Sulph.....	75 90
Majorum.....	25	Juniperis Co.....	1 75 3 50	Emery, all numbers.....	8
Mentha Pip. oz. pkg.....	23	Saacharum N. E.....	1 90 2 10	Emery, po.....	35
Mentha Vir. oz. pkg.....	25	Spt. Vini Galli.....	1 75 6 50	Ergota.....	30 35
Rue.....	39	Vini Oporto.....	1 25 2 00	Flake White.....	12 15
Tanacetum Voz. pkg.....	22	Vini Alba.....	1 25 2 00	Galla.....	23
Thymus, V. oz. pkg.....	25	Sponges		Gelatin, Cooper.....	80 9
Ignesia		Florida sheeps' wool.....	2 50 2 75	Gelatin, French.....	35 60
Calcined, Pat.....	55 60	Nassau sheeps' wool.....	2 00 2 25	Glassware, flint, box.....	75 10
Carbonate, Pat.....	20 22	Velvet extra sheeps'.....	2 00 2 25	Less than box.....	70
Carbonate, K. & M.....	20 25	wool, carriage.....	1 50	Glue, brown.....	90 12
Carbonate, Jennings.....	35 36	Extra yellow sheeps'.....	1 25	Glue, white.....	130 25
Oleum		wool, carriage.....	1 25	Glycerina.....	140 30
Absinthium.....	4 50 4 75	Grass sheeps' wool.....	1 00	Grama Paradisi.....	25
Amygdala, Dulc.....	30 35	carriage.....	1 00	Humulus.....	25 55
Amygdala, Amara.....	8 00 8 25	Hard, for slate use.....	75	Hydraag Chlor Mite.....	30
Anisi.....	1 85 2 00	Yellow Reef, for.....	1 40	Hydraag Chlor Cor.....	30
Aurant Cortex.....	2 40 2 60	Syrups		Hydraag Ox Rub'm.....	1 00
Bergamii.....	2 80 2 90	Acacia.....	50	Hydraag Ammoniat.....	1 15
Cajiputi.....	75 80	Aurant Cortex.....	50	Hydraag Unguentum.....	45 55
Caryophylli.....	70 80	Zingiber.....	50	Hydrargyrum.....	75
Oedar.....	35 65	Ipecac.....	50	Ichthyobolla, Am.....	65 75
Chenopadii.....	2 75	Ferri Iod.....	50	Indigo.....	75 1 00
Cinnamoni.....	1 25 1 35	Rhei Adom.....	50	Iodoform.....	3 60 3 70
Crotonella.....	3 30 4 0	Smilax Officialis.....	50	Lupulin.....	4 25
		Senega.....	50	Lycopodium.....	45 50
		Scilla.....	50	Macia.....	65 75
				Liquor Arsen et Hy.....	25
				drag Iod.....	10 12
				Liquor Potass Arsinat.....	20 3
				Magnesia, Sulph.....	1 1/4
				Magnesia, Sulph, bbl.....	50 60
				Mannia, S. F.....	3 00
				Mentha.....	3 00

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. gross 6 00 Castor Oil, doz. 7 00 Diamond, doz. 4 00 Fraser's, doz. 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes, 75 9 00 Paragon, doz. 55 6 00	BLUING. CONDENSED PEARL BLUING Small, 3 doz. 45 Large, 2 doz. 75 BROOMS. 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, 95 Fancy Whisk, 1 10 Warehouse, 2 70 CANDLES. 8s, 7 16s, 8 Paraffine, 8 Wickling, 20 CATSUP. Columbia, 2 00 Columbia, 1 25 CHEESE Acme, @ 10 Amboy, @ 10 Butternut, @ 10 Carson City, @ 9 Elsie, @ 10 1/2 Emblem, @ 10 1/2 Gem, @ 10 1/2 Gold Medal, @ 10 1/2 Ideal, @ 10 1/2 Jersey, @ 10 Riverside, @ 10 Brick, @ 12 Edam, @ 12 Leiden, @ 17 Limburger, @ 13 Pineapple, @ 50 Sap Sago, @ 17 Chicory. Sult, 5 Red, 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet, 23 Premium, 35 Breakfast, 46 COFFEE. Roasted, Rio. Fair, 9 Good, 10 Prime, 12 Golden, 13 Peaberry, 14 Santos. Fair, 14 Good, 15 Prime, 16 Peaberry, 18 Maracabo. Prime, 15 Milled, 17 Interior, 26 Private Growth, 30 Mandehling, 35 Mocha. Imitation, 22 Arabian, 28 Clark-Jewell-Well's Co.'s Brands Fifth Avenue, 29 Jewell's Arabian Mocha, 29 Wells' Mocha and Java, 24 Wells' Perfection Java, 24 Sancaibo, 21 Breakfast Blend, 18 Valley City Maracabo, 18 1/2 Ideal Blend, 14 Leader Blend, 13 1/2 Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle, 10 50 Jersey, 10 50 McLaughlin's XXXX, 13 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 foil 1/2 gross, 85 Hummel's tin 1/2 gross, 1 43 CLOTHES LINES. 5 gross boxes, 40	CLOTHES LINES. Cotton, 40 ft, per doz. 1 00 Cotton, 50 ft, per doz. 1 20 Cotton, 60 ft, per doz. 1 40 Cotton, 70 ft, per doz. 1 60 Cotton, 80 ft, per doz. 1 80 Jute, 60 ft, per doz. 80 Jute, 72 ft, per doz. 95 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 75 Daisy, 5 75 Champion, 4 50 Magnolia, 4 25 Challenge, 3 35 Dime, 3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom., 1 50 100 books, any denom., 2 50 500 books, any denom., 11 50 1,000 books, any denom., 20 00 Economic Grade. 50 books, any denom., 1 50 100 books, any denom., 2 50 500 books, any denom., 11 50 1,000 books, any denom., 20 00 Superior Grade. 50 books, any denom., 1 50 100 books, any denom., 2 50 500 books, any denom., 11 50 1,000 books, any denom., 20 00 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 1,000, any one denom'n., 5 00 2,000, any one denom'n., 8 00 Steel punch, 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 1,000 books, 17 50 DRIED FRUITS—DOMESTIC Apples. Sundried, @ 7 1/2 Evaporated 50 lb boxes, @ 10 1/2 California Fruits. Apricots, @ 15 Blackberries, @ 15 Nectarines, @ 11 Peaches, @ 10 Pears, @ 7 1/2 Pitted Cherries, @ 7 1/2 Raspberries, @ 10 California Prunes. 100-120 25 lb boxes, @ 4 90-100 25 lb boxes, @ 5 70-80 25 lb boxes, @ 5 1/2 60-70 25 lb boxes, @ 6 1/2 50-60 25 lb boxes, @ 7 1/2 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 Currents. Patras bbls, @ 6 1/2 Cleaned, bulk, @ 6 1/2 Cleaned, packages, @ 7 Peel. Citron American 10 lb bx, @ 10 1/2 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	FARINACEOUS GOODS. Farina. 24 1 lb. packages, 1 25 Bulk, per 100 lbs., 3 00 Grits. Walsh-DeRoo Co.'s Brand. Wheat Flour. 24 2 lb. packages, 1 80 100 lb. kegs, 2 70 200 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 Macaroni and Vermicelli. Domestic, 10 lb. box, 3 20 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 Rolls and Oats. Rolled Oats, 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 Esley's Self Rising Flour. Pastry. 2 lb. cartons, 2 dz. in case, 1 80 6 lb. sacks, 1 dz. in case, 2 40 9 lb. sacks, 1 dz. in case, 3 35 Entire Wheat. 2 lb. cartons, 2 dz. in case, 1 80 2 lb. cartons, 2 dz. in case, 1 80 Graham. 2 lb. cartons, 2 dz. in case, 1 80 Flake. Pearl, 24 1 lb. pkgs., 4 1/2 Pearl, 24 1 lb. pkgs., 4 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 Norwegian, 80 Round 100 lbs., 3 10 Round 40 lbs., 1 40 Scaled, 15 Flackorel. Mess 100 lbs., 15 00 Mess 40 lbs., 6 30 Mess 10 lbs., 1 35 Mess 8 lbs., 1 35 No. 1 100 lbs., 13 25 No. 1 40 lbs., 5 60 No. 1 10 lbs., 1 48 No. 1 8 lbs., 1 20 No. 2 100 lbs., 11 50 No. 2 40 lbs., 4 90 No. 2 10 lbs., 1 30 No. 2 8 lbs., 1 07 Trout. No. 1 100 lbs., 15 00 No. 1 40 lbs., 6 30 No. 1 10 lbs., 1 35 No. 1 8 lbs., 1 20 Whitfish. No. 1 100 lbs., 7 00 No. 1 40 lbs., 3 10 No. 1 10 lbs., 80 No. 1 8 lbs., 71 FLAVORING EXTRACTS. Perrigo's. Van. Lem. doz. 75 XXX, 2 oz. obert, 1 25 XXX, 4 oz. taper, 2 25 XX, 2 oz. obert, 1 00 No. 2 2 oz. obert, 75 XXX D D pitcher, 4 oz, 1 75 K. P. pitcher, 6 oz., 2 25 Northrop Brand. Lem. Van. 2 oz. Taper Panel, 75 2 oz. Oval, 75 3 oz. Taper Panel, 1 35 4 oz. Taper Panel, 1 60	FLAVORING EXTRACTS. JENNINGS' 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 5 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D.C. Lemon, 2 oz., 75 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. 2 00 No. 4 T. 2 40 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 35 1 lb. cans, 30 1/2 lb. cans, 18 Choke 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 30 lb pails, 65 LYE. Condensed, 2 doz, 1 20 Condensed, 4 doz, 2 25 LICORICE. Pure, 20 Calabria, 25 Sicily, 14 Root, 10 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur, 1 05 Anchor Parlor, 1 70 No. 2 Home, 1 10 Export Parlor, 4 00 Wolverine, 1 05 No Brand, 95 MOLASSES. 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 70 Clay, T. D. full count, 65 Cob, No. 3, 85 POTASH. 48 cans in case, 4 00 Babbitt's, 3 00 Penna Salt Co.'s, 3 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	Imported. 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 @ 5 Table, 5 @ SALERATUS. Packed 60 lbs. in box. Church's Arm and Hammer, 3 15 Deland's, 3 00 Dwight's Cow, 3 15 Emblem, 3 50 L. P., 3 00 Sodio, 3 15 Wyandotte, 100 %s, 3 00 SAL SODA. Granulated, bbls, 80 Granulated, 100 lb cases, 80 Lump, bbls, 70 Lump, 145 lb kegs, 80 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 80 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 Weighs 24 lbs. by ounces. SEEDS. Anise, 9 Canary, Smyrna, 3 1/2 Caraway, 8 Cardamon, Malabar, 60 Celery, 11 Hemp, Russian, 4 1/2 Mixed Bird, 4 1/2 Mustard, white, 5 Poppy, 10 Rape, 4 1/2 Cattle Bone, 20 SNUFF. Scotch, in bladders, 57 Maccaboy, in jars, 3- French Rappee, in jars, 43 SOAP. JAXON Single box, 2 85 5 box lots, delivered, 2 0 10 box lots, delivered, 2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd., 2 66 Dome, 2 75 Cabinet, 2 30 Savon, 2 50 White Russian, 2 35 White Cloud, laundry, 6 25 White Cloud, toilet, 3 50 Dusky Diamond, 50 6 oz., 2 10 Dusky Diamond, 50 8 oz., 3 00 Blue India, 100 1/2 lb., 3 00 Kirkline, 3 50 Kos, 2 50 Scouring. Sapolio, kitchen, 3 doz, 2 40 Sapolio, hand, 3 doz, 2 40 SODA. Boxes, 5 1/2 Kegs, English, 4 1/2 SYRUPS. Corn. Barrels, 17 Half bbls, 19 1 doz. 1 gallon cans, 2 90 1 doz. 1/2 gallon cans, 1 70 2 doz. 1/2 gallon cans, 1 70 Pure Cane. Fair, 16 Good, 20 Choice, 25
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SPICES.

Whole Sifted.	
Allspice	10
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboy	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk.

Allspice	14
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	22
Mace, Batavia	55
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

STARCH.



Kingsford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7
Diamond.	
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00
Common Corn.	
20 1-lb packages	5
40 1-lb packages	4 1/2
Common Gloss.	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

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

Domino	5 75
Cut Leaf	5 88
Crushed	6 00
Powdered	6 12
XXXX Powdered	5 75
Cubes	5 63
Granulated in bbls	5 50
Granulated in bags	5 50
Fine Granulated	5 50
Extra Fine Granulated	5 63
Extra Coarse Granulated	5 63
Mould A	5 75
Diamond Confection	5 75
Confection Standard A	5 25
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	4 91
No. 5	4 88
No. 6	4 81
No. 7	4 75
No. 8	4 69
No. 9	4 63
No. 10	4 50
No. 11	4 38
No. 12	4 31
No. 13	4 25
No. 14	4 25
No. 15	4 25
No. 16	4 25

TABLE SAUCES.



Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

Cigars.	
Clark-Jewell-Well's Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brands	
Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00
G. J. Johnson Cigar Co.'s brand.	



S. C. W.	35 00
Phelps, Brace & Co.'s Brands.	
Vincente Portuondo	35@73 07
Rube Bros. Co.	25@0 00
The Hilson Co.	35@110 00
T. J. Dunn & Co.	35@70 00
McCoy & Co.	35@70 00
The Collins Cigar Co.	10@35 00
Brown Bros.	15@70 00
Banner Cigar Co.	30@70 00
Bernard Stahl Co.	35@90 00
Banner Cigar Co.	1@35 00
Seidenberg & Co.	55@125 00
G. P. Sprague Cigar Co.	10@35 00
The Fulton Cigar Co.	10@35 00
A. B. Ballard & Co.	35@150 00
E. M. Schwarz & Co.	35@110 00
San Talm	35@70 00
Havana Cigar Co.	18@35 00

VINEGAR.

Malt White Wine, 40 grain.	5
Malt White Wine, 50 grain	11
Pure Cider, Red Star	13
Pure Cider, Robinson	13
Pure Cider, Silver	1 1/2

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	3
No. 3, per gross	55

WOODENWARE.

Baskets.	
Bushe's	1 00
Bushe's, wide band	1 10
Market	30
Willow Clothes, large	6 25
Willow Clothes, medium	5 50
Willow Clothes, small	5 00

Pails.

2-hoop Standard	1 35
3-hoop Standard	1 50
2-wire, Cable	1 35
3-wire, Cable	1 61
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Flore	2 25

Tubs.

2-inch, Standard, No. 1	5 80
18-inch, Standard, No. 2	4 85
16-inch, Standard, No. 3	3 85
20-inch, Dowell, No. 1	6 25
18-in. h. Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 01
No. 2 Fibre	7 50
No. 3 Fibre	6 75

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	5 1/2
Wolverine	6
Boston	7 1/2

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

Oyster.

Saltine Wafer	5 1/2
Saltine Wafer, 1 lb. carton	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6

SWEET GOODS—Boxes.

Animals	10 1/2
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	9
Jumbles, Honey	12 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Oric Nacs	8
Orange Gems	8 1/2
Penny Assorted Cakes	8 1/2
Pretzels, hand made	7 1/2
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Candies.

Stick Candy.

Standard	7 @ 7 1/2
Standard H. H.	7 @ 7 1/2
Standard Twist	7 1/2 @ 8
Cut Leaf	7 1/2 @ 8 1/2
Jumbo, 32 lb	@ 6 1/2
Extra H. H.	@ 6 1/2
Boston Cream	@ 10

Mixed Candy.

Grocers.	@ 6
Competition	@ 6 1/2
Standard	@ 7 1/2
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 8 1/2
Cut Leaf	@ 8 1/2
English Rock	@ 8 1/2
Kindergarten	@ 8 1/2
French Cream	@ 8 1/2
Dandy Pan	@ 8 1/2
Hand Made Cream mxd	@ 13
Nobby	@ 8 1/2

Fancy—in Bulk.

San Bias Goodies	@ 11
Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 8 1/2
Choc. Drops	@ 11
Choc. Monumentals	@ 2 1/2
Gum Drops	@ 5
Moss Drops	@ 8 1/2
Sour Drops	@ 8 1/2
Imperial	@ 9
Ital. Cream Buns, 35 lb p's	11
Molasses Chews, 15 lb. pails	13
Jelly Date Squares	@ 10

Fancy—in 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 50
Chocolate Drops	@ 55
H. M. Choc. Drops	@ 75
Dk. No. 12	@ 20
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 55
Lozenges, printed	@ 55
Imperial	@ 55
Motives	@ 0
Cream Bar	@ 55
Molasses Bar	@ 55
Hand Made Cream	80 @ 90
Cream Buttons, Pep.	@ 65
and Want.	@ 65
String Rock	@ 60
Burnt Almonds	1 25 @ 25
Wintergreen Berries	@ 55

Caramels.

No. 1 wrapped, 3 lb. boxes	@ 50
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Fruits.

Oranges.

Fancy Rodi's	@ 5 00
Sorrentos	@ 4 50
Valencias	4 50 @ 4 75

Lemons.

Strictly choice 300s.	@ 4 00
Strictly choice 300s.	@ 4 00
Fancy 300s	@ 4 50
Ex. Fancy 300s	@ 5 00

Bananas.

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

Foreign Dried Fruits.

Figs.	
California Fancy	@ 13
Choice, 10 lb boxes	@ 12
Extra choice, 10 lb boxes new	@ 16
Fancy, 12 lb boxes	@ 22
Imperial Mikados, 18 lb boxes	@ 2
Pulled, 6 lb boxes	@ 7
Naturals, in bags	@ 7

Dates.

Fards in 10 lb boxes	@ 10
Fards in 60 lb cases	@ 6
Persians, P H V	@ 6
lb cases, new	@ 6
Sairs, 60 lb cases	@ 5

Nuts.

Almonds, Tarragona	@ 16
Almonds, Ivaca	@ 14
Almonds, California, soft shelled	@ 15
Brasils new	@ 7
Filberts	@ 10
Walnuts, Greenobles	@ 13
Walnuts, Calif No. 1	@ 11
Walnuts, soft shelled	@ 11
Calif	@ 11
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 7 1/2
Pecans, Extra Large	@ 9
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 20
Ohio, new	@ 20
Cocoanuts, full sacks	@ 20
Chestnuts per bu.	@ 2

Peanuts.

Fancy, H. P., Suns.	@ 7
Fancy, H. P., Flags	@ 7
Roasted	@ 7
Choice, H. P., Extras.	@ 5
Choice, H. P., Extras, Roasted	@ 6

Grains and Feedstuffs

Wheat.

Old	67
New	65
Winter Wheat Flour.	
Local Brands.	
Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	3 25
Rye	3 25

Subject to usual cash discount. Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand	
Daisy, 1/2s	3 85
Daisy, 1/4s	3 85
Daisy, 1/8s	3 85
Worden Grocer Co.'s Brand.	
Quaker, 1/2s	3 60
Quaker, 1/4s	3 60
Quaker, 1/8s	3 60

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	4 25
Pillsbury's Best 1/4s	4 15
Pillsbury's Best 1/8s paper	4 05
Pillsbury's Best 1/4s paper	4 05
Ball-Barnhart-Putman's Brand.	



Duluth Imperial, 1/2s	4 40
Duluth Imperial, 1/4s	4 40
Duluth Imperial, 1/8s	4 30

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s	4 30
Gold Medal 1/4s	4 20
Gold Medal 1/8s	4 10
Parisian, 1/2s	4 30
Parisian, 1/4s	4 20
Parisian, 1/8s	4 10
Olney & Judson's Brand.	
Ceresota, 1/2s	4 40
Ceresota, 1/4s	4 30
Ceresota, 1/8s	4 20

Worden Grocer Co.'s Brand.

Laurel, 1/2s	4 40
Laurel, 1/4s	4 30
Laurel, 1/8s	4 20

Bolton & Co. Meal.

Granulated	2 10
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Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 70
Winter Wheat Bran	14 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn.

New corn, car lots	38
Less than car lots	39

Oats.

Car lots	30
Carlots, clipped	32
Less than car lots	34

Hay.

No. 1 Timothy carlots	9 50
No. 1 Timothy, ton lots	12 00

Fish and Oysters

Fresh Fish.	Per lb.
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Whitefish	@ 9
Trout	@ 9
Black Bass	8 @ 9
Halibut	@ 16
Cod	@ 10
Ciscoes or Herring	@ 4
Bluefish	@ 11
Live Lobster	@ 18
Boiled Lobster	@ 20
Cod	@ 10
Haddock	@ 7
No. 1 Pickerel	@ 9
Pike	@ 7
Perch	@ 4 1/2
Smoked White	@ 8
Red Snapper	@ 9
Cod River Salmon	@ 12
Mackerel	@ 18

Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	@ 1 70

Oils.

Deo. Naptha		@13
Cylinder	29	@34
Engine	11	@21

Hardware

Relation of Fence to the Hardware Business.*

Fence is that which wards off an attack of danger—a defense, a protection. Shakespeare, who knew the peerage of words, the words of high and low degree, gave the word a commanding place in the lines:

Let us be backed with God, and with the seas,
Which he hath given for fence impregnable.

Fence—on the fence—a mugwump. I don't like this kind. I don't like a man whose convictions are so weak that you must keep them under glass—blue glass. I like a man of iron, a man of rock and oak in the time of storm and in times of trouble, and yet a man "that any child can rend apart"—a real man, a hardware man. They say that a man grows to look like his horse—why not like his wife? May not a man's character be fashioned to his business? I believe that it can, just as certainly as that "trade follows the flag"—the red flag of auction.

Who sells iron and steel grows strong. The great depicter of human character said of the man Miller: "God made him in the image of a man, so let him live." In ancient days, when the soldiers got too fierce and belligerent, the ruler ordered that they be clad in woman's attire. Their valor was cast off with their manly clothing.

As Mark Twain says: "When in doubt tell the truth." I like this kind of a fence—a fence that is a protection, a fence that will keep things in and keep things out, a stone wall, stone fence, wire fence, steel fence, good fence, Page fence, political fence.

A fence is a receiver of stolen property. Why may not this be a lawyer? Lord Brougham said: "A lawyer is a man who rescues your property from your enemy and keeps it himself." The lawyer is what his clients make him. A man was first a preacher, then a doctor and then a lawyer. While a minister, he learned that people would give a dollar to save their souls, while a doctor that they would pay five dollars to save their lives, and while a lawyer that they would give twenty-five dollars to have their own way.

Then there is the line fence, the lawyer's rich prospect—fat fees.

St. Peter and the devil got into dispute about the line between the abode of the blessed and the domain of darkness. The day was fixed. In came his majesty from the dark shadows, in triumph, with a very army of the brightest lawyers earth in her time had known. But poor St. Peter came alone disconsolate, lamenting, forsooth, There are no lawyers in heaven.

Then, fence is to defend one's self with sword. This we must do to win. Napoleon said, "The man that gets shaved may inherit an empire, but the man that takes an empire must shave himself." How true this is. If we cease to struggle for wealth and power and fame, we stagnate. If there were no want, there would be no winning. If there were no desire, there would be no attainment. If all were satisfied, the world would die of dry-rot. The boy was asked if their cow gave milk, and he said, No, she did not give milk, that they had to catch her and take it away from her.

The trouble with some fences is that they are planned for failure. The wreck is seen from afar. Men are taken, by hope, far up the mountain, to view the prospect they may never reach. They build their fence as the farmer on the windy Western plain, four feet high and six feet wide, so that it would be higher after it blew down.

There is an Arabian proverb like this: He that knows not, and knows not that he knows not, is foolish. Shun him.

He that knows not, and knows that he knows not, is weak. Aid him.

He that knows, and knows that he knows, is wise. Follow him.

This, my friends, is your fence, your protection; the security that doth hedge about a king—wisdom.

*Address before Michigan Hardware Association by Hon. Henry C. Smith, of Adrian.

There are two shadows that ever follow across the retail dealer's path, and these shadows are growing darker—the shadows cast by the railroads and by the express companies, and the shadow of the later is the deeper and the darker.

The trolley lines are the fruit of this injustice and help some. Petitions and prayers will not move these corporations for they have no souls. You must band together in concerted clamor for reasonable rates. Concerns like these express companies and the telegraph companies, which will not, in times of war, pay a little revenue tax to help sustain the great Government under which they live, thrive and have their being will not do any just thing willingly. When you pay their exaction does not your blood boil that they escape taxation? It can not be right that these companies shall be permitted to make exaction without let or hindrance, and not help to sustain the arm of the Government that protects them. In the language of ex-President Harrison, this land can not long survive half-taxed and half-free. I entreat you that on next election day you look to the political fence and see to it that this Government of the people, by the people, and for the people does not become a Government of the politicians, by the politicians, and for the politicians. Put fences and hedges and pledges about your servants, but do not bind and brand and O. K. and chain them until they are led like the ox dumb to the slaughter, chanting:

Theirs not to reason why,
Theirs but to do or die.
(Politically.)

A good father, anxious to know what course in life his son just graduated would take, put in his room a bible, a dollar and a bottle of whisky. He and the mother reasoned: If he takes the bible he will be a preacher, if he takes the dollar he will be a great financier and the world will tremble at his power; if he takes the whisky he will be nothing good. In breathless anticipation they watched the choice of their darling. He took the dollar and put it in his pocket; he took the bible under his arm, and drank the whisky. The father in consternation exclaimed: "Oh, mother, he has taken everything, he is going to be a politician."

There is another fence that should be put up and guarded. The gates and the doors of individual enterprise are being closed. Freedom is God's best gift to man. Let us here highly resolve to preserve it. It is our duty to oppose the turning over of this country to the power of money. Money is not all of life's gain. There is something in this world that rises above mere money. It is not alone the man behind the gun. The man, above the money, should be protected. Money dwarfs and withers the hand it touches. Did you ever see the hills where God planted money, in clinging hidden veins of gold and silver, lying side by side? They are clod and barren peaks. Upon their summit is no tree nor flower nor blade of grass. God's mark of disapproval is stamped upon the face of greed. It affects the land as it does the man who is controlled and dominated only by it. In him is no flower of friendship, no blossom of pity. So, too, with the nation. When the thoughts of the people are entirely given over to gold and to silver, to trade and gain, and commerce and money-getting, then is the nation in peril. In all the history of the world, the development of the economic mind at the expense of the romantic has led to certain decay. And so it must ever be. We must not let the fires burn low on the altars of patriotism. I am content that treasure may be spent to compel Aguinaldo to bow his head in humble submission to our sway, that our flag may be raised in triumph above the Philippines. But I am not willing that Old Glory, emblem of freedom, emblem of equality, the flag that stands for equal rights and justice to all, shall wrap its generous folds in protecting cling about the rich man's trust. The trust is a foreign invasion we must earnestly oppose. Let us this day be enlisted in the army organized to stay its progress. The trust dwarfs endeavor, deadens enterprise, blights hope, destroys the man

H. M. Reynolds & Son,

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with little means. It gathers the wealth to the great centers and the large cities, and destroys the village and the small city—the hope and the purity and the progress of the nation.

What matters it that goods are cheap and wages dear, if we become a nation of serfs and slaves, and the thinking, planning, progressive, responsible man be lost? Men of business, men with families, men of freedom, I exhort you, shake off this power that would engulf us—the power of the love of money. Rise to the old heroic height and break the fetters that greed would weld upon us, and be not slave to any power.

There is another fence I would take down. In this, the gateway of the new century, we should welcome the open door. We have expanded until the sun does not set on the land our flag covers and protects. There ought not to be any backward step. Eighty-five per cent. of all the people of the earth look out upon the Pacific Ocean. These markets should be ours. We should have our fair share of the trade of the Flowery Kingdom.

I like the words of the President: "The currents of destiny flow through the veins of the people." I believe this. We can trace the finger of God in the rise and fall of the nations. At the birth of the Savior, the center of trade was in the Far East. Then it passed on to Babylon and Nineveh, then to Constantinople, then to Carthage, then to Rome, and on to England. The great pendulum is now swinging over the United States. "Westward the star of empire takes its way." This is the time of exalted opportunity for the American nation. Let us this day take down the fences and march into our kingdom. And may the Hardware Dealers' Association of Michigan reap the harvest of high integrity.

Telephone Topics.

"I was in Muskegon the other day," remarked a business man from a nearby town, "and had occasion to call at the Bell exchange to talk with a town which does not happen to have an independent telephone connection, and, by the way, is paying two prices for telephone service in consequence. I naturally expected to see a number of girls at the switch board, but the premises reminded me of a graveyard. There was a long row of stools which were once occupied by girls who worked at the switch board, but only two girls were present. One of them was chewing gum, while the other was knitting. I asked them if they were kept very busy, but they shook their heads and remarked that one girl could do all the work connected with the Muskegon exchange, but that an extra girl was retained to prevent the one actually employed from getting lonesome. When I recalled the busy place the exchange was before local competition entered the field and supplanted the Bell institution, my mind naturally reverted to the hundreds of similar circumstances all over the United States, and I could not help wondering how long the Bell people can continue to pay dividends on watered stock with millions of dollars invested in dead and idle property in all parts of the country."

"It is remarkable how low prices for telephone services stimulate the business," remarked a Holland business man the other day. "When Mr. Watson first came to our city to put in an independent exchange, there were about forty Bell phones in use. The business men did not take kindly to a second exchange, providing arrangements could be made with the Bell people to reduce rates to a reasonable basis. We accordingly addressed a letter to Manager Forbes, asking him to make us a rate about halfway between what we were

then paying and what we were offered by Mr. Watson, agreeing to use our influence to increase the exchange to 100 connections in the event of our request being granted. Our reply was a cold-blooded letter which would chill the enthusiasm of a saint, bluntly informing us that the Bell managers were competent to manage their business without suggestions from their patrons. That letter sealed the doom of the Bell exchange in Holland. The business men gave the independent movement hearty support, in consequence of which there are now over 200 local connections in the independent exchange. The Bell people finally reduced rates below the figures we asked them to give us, and have undertaken to bribe our citizens by the offer of free telephone service, yet the Bell exchange has less than 100 connections, and the number is getting beautifully less every quarter, although a man has to fight like a tiger to get a Bell phone out of his place of business after he has ordered it out, owing to the determination of the Bell people to keep their phones in use, whether they are paid for or not.

The Michigan (Bell) Telephone Co. recently issued a pretentious looking map of the State, purporting to give its toll lines and toll stations in Michigan. The Citizens Telephone Co. of Grand Rapids has dealt the Bell people a body blow by issuing a fac simile of the map indicating that about a third of the lines shown on the map exist only in the imagination of the mapmaker. The argument is a telling one, because it serves to confirm the statement that no reliance whatever can be placed on any statement made by a Bell official or employee. It is a singular fact that the managers of so large an enterprise should depend upon falsehood and deception to bolster up a decaying institution. No other undertaking of a business character is conducted on the principle of deceiving the public, and such a policy on the part of the Bell management will surely result in hastening the ultimate defeat which awaits the one-time monopoly in every city and town in the State.

The service given the patrons of the Bell exchange in this city is so inferior, compared with the service given by the Citizens Co., that any one who is at all familiar with both will have nothing to do with the Bell exchange, even on the basis of free service, which is still the favorite weapon of the Bell people.

The Widow's Devotion.

There was a man hanged for murder in Sydney, Australia. By his widow's consent, his figure was exhibited in a local waxworks show. Every Sunday for six months the woman, dressed in deepest mourning, called and put a clean shirt on the unresisting form of the wax man. Then her visits stopped. Some time after, happening to meet the manager of the show, the lady explained, with many blushes, that she had married again, and her new husband energetically objected to her wifely attention to the toilet of No. 1's graven image.

Chance For Her.

"She says her face is her fortune." "Well, she certainly ought to take advantage of the new bankruptcy law."

Those who cultivate the friendship of fakirs and disreputable people should not marvel because respectable folks cease to be neighborly.

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. Steel.....	6 50
First Quality, D. B. Steel.....	11 50
BARROWS	
Railroad.....	14 00
Garden.....	30 00
BLOCKS	
Ordinary Tackle.....	70
BOLTS	
Stove.....	60&10
Carriage new list.....	65
Flow.....	50
BUCKETS	
Well, plain.....	8 30
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
CARTRIDGES	
Rim Fire.....	40&10
Central Fire.....	20
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
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.....	dis 40&10
Adjustable.....	1 25
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 60.....	
GAS PIPE.	
Black or Galvanized.....	40&10
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Ely's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Watson's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 50&10	
HINCHES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HORSE NAILS	
An Sable.....	dis 40&10
Pittman.....	dis 5
Capewell.....	net list
HOUSE FURNISHING GOODS	
Samped Tin Ware.....	new list 70
Japanned Tin Ware.....	20&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
Stanley Rule and Level Co.'s.....	dis 70
MATTOCKS	
Adze Eye.....	\$17 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
METALS—Zinc	
600 pound casks.....	9
Per pound.....	9 1/4
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MISCELLANEOUS	
Bird Cages.....	40
Pumps, Clifton.....	70
Screws, New List.....	82 1/2
Castors, Bed and Plate.....	50&10&11
Dampers, American.....	50
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 90
30 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
PLANES	
Ohio Tool Co.'s, fancy.....	60
Selota Bench.....	60
Sandusky Tool Co.'s, fancy.....	60
Bench, first quality.....	60
Stanley Rule and Level Co.'s wood.....	60

RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	45
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.....	5 00
14x20 IX, Charcoal, Allaway Grade.....	6 00
20x28 IC, Charcoal, Allaway Grade.....	10 00
20x28 IX, Charcoal, Allaway Grade.....	12 00
ROPES	
Sisal, 1/4 inch and larger.....	10
Manilla.....	12
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 20 \$3 00
Nos. 15 to 17.....	3 20 3 00
Nos. 18 to 21.....	3 30 3 20
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SHOT	
Drop.....	1 45
B B and Buck.....	1 70
SOLDER	
1/2%.....	17 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 7 55
14x20 IC, Charcoal.....	7 10
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.	
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	10
14x56 IX, for No. 9 Boilers.....	
TRAPS	
Steel, Game.....	75&10
Onelda Community, Newhouse's.....	50
Onelda Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	45
Barbed Fence, galvanized.....	3 50
Barbed Fence, painted.....	3 70
Barbed Fence, Plain.....	2 80
WIRE GOODS	
Bright.....	on
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75

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.

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

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, July 22—The coffee market exhibits little animation and the chief topic of the trade has been the recently-issued circular from Arbuckles, which may be construed as containing a threat to supply dealers direct if they (Arbuckles) do not have the support of the wholesale trade. Whether this be true or not, it seems the independent refiners are placing a good deal of sugar.

A moderate distributing business was done on Thursday in coffee, but, as a rule, both buyer and seller seem to be waiting to see what the future has in store. Hardly anything was done in an invoice way. No. 7 is quoted at 5½c, nominally. West India and other mild grades have been slow of movement, only enough changing hands to keep up assortments. Good Cucuta is still held at 7½c. East India coffees are dull and easy.

Some tea dealers say they have had quite a satisfactory run of orders, but these are the exceptions which prove the truth of the assertion that trade generally is very quiet. The sale next week will be very small at auction, and this may help the street. There have been no notable changes in quotations. Invoice trading is light.

Trading in sugar has again been active and on Wednesday the volume of business was such as to make one think another "boom" had struck town. Refiners generally guarantee prices until Jan. 1. Quotations are unchanged.

There has been a fairly satisfactory trade in the better sorts of domestic rice, with still more enquiry for foreign. Prices are unchanged and seem to be firmly held. Prime to choice domestic is worth 5½@6½c; Japan, 4½@4¾c.

Pepper is strongly held at 10½@11c. The whole line of spices seems to be in good position and holders will make no concession whatever, and indeed none seems to be looked for. Buyers pay full rates if they find what they want and ask no questions. It is said that some buyer has purchased about 2,000 barrels of Jamaica ginger—practically all that could be found here and in London. It is to be used for a special purpose, it is said. Wonder if we shall see a new ginger medical announcement starting from every dead wall in the country! Bleached Jamaica ginger is quotable at 16@18c; but if it has been cornered there will be a "steep ascent."

In molasses and syrups very few orders have come to hand, and these of the smallest amounts, being only enough to last from day to day. The very best grades of grocery molasses show a little activity, but the weather is too hot to warrant large transactions. Syrups have been in some demand from the export trade, but there is room for improvement and this, it is confidently thought, will be sure to come a little later in the season. Prime to fancy sugar syrup is worth 18@22c.

In canned goods, the history of the trade shows no better July demand than that of 1899. Leading jobbers seem to be crowding each other to obtain supplies, the purchases running up into thousands of cases at a time of such things as gallon tomatoes. Poor returns have been reported from the salmon canneries to date, and if the tide doesn't turn there will be a mighty big shortage of fish. It seems like a good time to lay in a winter stock.

There is springing up quite a speculative demand for some lines of dried fruit and the prospects of an excellent trade a little later on are extremely good. There is a good steady demand for prunes and prices seem to be firmly adhered to. Some choice dried apricots in 25 pound boxes have been offered at 10c. Raisins are rather dull and quotations are nominal.

A vast quantity of watermelons have been received and the market is simply overwhelmed. It is said that 200 carloads are here, besides a lot via steamer. The consequence is that a lot of the fruit will have to be dumped at what it will

bring. Oranges are quiet, with sales in small lots, although prices are pretty well sustained. Lemons are selling at about previous prices and the demand is improving. Sicily lemons, \$2.75 @3.50.

While the home demand for butter is comparatively light, it has been sufficient to prevent any undue accumulation and, as exporters have been taking a fair amount of choice creamery, the market is pretty well sustained. The top price of 18c seems to be pretty well maintained. Imitation creamery is rather slow of movement and is quotable at from 14@15½c. Factory is steady, with a range of from 12@14½c, the latter for fancy June.

There is a little better feeling in cheese, as the export as well as the home demand has shown more activity and the market gains strength. Large full cream white cheese is worth 8½c, with small size colored about ½c higher.

The egg market is quiet, although for desirable stock there is a call that seems to take care of all arrivals without any trouble. Western stock that will stand the test required to grade as extras will bring 15@15½c. A good deal of the stock arriving shows deterioration and sells for 11@12c.

The bean market is dull all around. Choice marrows, \$1.50; choice pea, \$1.37½@1.40; Red Kidney, \$1.70.

How the Salesman Got His Order Cashed.

"I had a postoffice money order on a little town in Northern Michigan," remarked a Cleveland drummer the other day, "and when I showed up to get it cashed I was dead broke and found the postoffice in charge of a girl about 20 years old. She was chewing gum and reading a novel as I walked into the place, and as she was slow in getting a move on her and I was in a deuce of a hurry, I gave her some pretty sharp talk. She sassed me back and we had some lively words for about five minutes. I never did a more foolish thing in my life. You know what a postoffice money order is, of course. It makes a man mad all over to waste the time to get one, and when you present it at another post office you must satisfy the authorities that you are the person named. I signed my name and all that, but the girl quietly remarked:

"I don't know that you are the person named. You will have to be identified."

"I had letters in my pocket of course," continued the drummer, "but she waved them aside. Any one can carry letters around addressed to their proper name. I had my initial on my cuffs and collars, but they were no good. I had telegrams, but she was obdurate. As a matter of fact, she bothered me a whole day, and when the office closed I was still without my money. The order called for \$50 and I went to every merchant in town to get the money and transfer it. Nobody would let me have the cash. There was but one way to do, and I did it. I walked into the postoffice next day and said:

"My name is John Blank. Here is an order calling for \$50. Yesterday I was fool enough to snub you. To-day I beg your pardon."

"Two minutes later I had my money and was out on the sidewalk, and you can bet your shoes I don't get caught that way again. When I feel like snubbing another girl I'll tackle one who isn't employed by Uncle Sam in a position where she can hold me and set me to looking around for a pawnshop."

A firm that solicits shipments of produce at a flat price and then turns down the drafts drawn against such shipments is not doing business on the square.

If the sun had nothing else to do but shine on the righteous, it wouldn't have to rise so early in the morning.

It is a severe strain on the angelic qualities of a woman when she has to use her wings to dust the furniture.

Bad Faith Charged By the Kalamazoo Boys.

Kalamazoo, July 24—There has been so much said, pro and con, regarding the baseball game between the Grand Rapids and Kalamazoo teams, touching upon the "alleged" poor work of the Kalamazoo men, that I deem it my duty to give a truthful and unwritten account of it, and trust after I have done so to at once and forever put at rest any question as to the superiority of the Kazoo team over the Grand Rapids men. Apropos of this, it might be well to state that I have been elected manager over Zander and Verdon and that the proceeds of our game at Long Lake, amounting to 32 cents, has also been turned over to the writer.

When we began practicing at Alger Park before the game, the Grand Rapids boys at once saw that we were a much stronger team than they could bring against us, and, as a result, one of the Grand Rapids men came to me with this proposition: That in view of the fact that their wives and friends were out to the game, and in view of the fact that our wives remained behind, they besought us to allow them to win the game, in consideration of which they would do the same when they came down to Kalamazoo. They said that their wives would so roast them for losing the game that they would never bear the last of it. Well, to make a long story short, after a consultation with our boys, we decided to throw the game (there being no money up) to them. We, of course, would have the game at Kalamazoo. Well, Grand Rapids won, 16 to 10, and the Kazoos never gave the snap away. We didn't think it necessary to put on our strongest team at Kalamazoo, and, as we wanted some of the boys to play that had contributed, we benched such players as Verdon, Ryder and Lewis and put in players that never saw a game until that Saturday.

Did those fellows from Grand Rapids do as they agreed? Not much. They went right in as if they had not seen a dime in three weeks and before we could recover from our surprise, indignation and other things, we awoke to the fact that we had been given what is called in the vernacular the double cross. Even then we were too courteous to say anything, even when we found, on looking up their records, that their manager was a professional and had been hired to play center fielder for the two games. Without intending any insinuation, none of the Grand Rapids men outside of Fear could play ball. Such, Mr. Editor, is a true and unvarnished account of what should have been but was not. However, to show our faith in the superiority of our team, I was deputized by the stockholders to challenge the Grand Rapids team to a third game of baseball for \$5,000.32 a side, the 32 cents being the aforesaid money in the treasury. If they are not afraid, they will put up the money. If they don't—well, we wouldn't blame them anyway.

B. S. ALDRICH,
Manager and Treasurer.

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—GROCERY STOCK AND FIXTURES in one of the best locations in the city on a main street. Cheap for cash on account of sickness. Address No. 23, care of Michigan Tradesman. 23

CLEAN STOCK OF HEAVY AND SHELF hardware and groceries for sale. B. Hancock, Cedar Springs, Mich. 21

FOR SALE—CARRIAGE SHOP WITH GOOD established business in general repairs and shoeing. J. S. Cowling, Three Rivers, Mich. 20

TO RENT—A GOOD BRICK STORE CENTRALLY located in a thriving town. Address for particulars, Mrs. E. F. Colwell, Lake Odessa, Mich. 22

COUNTY FAIRS—\$5 TO \$10 A DAY MADE with our Futuroscope at county and state fairs, church fairs, picnics, stores, etc. Write for particulars. Jonas N. Bell & Co., 586 W. Lake St., Chicago. 19

FOR SALE—GOOD BAZAAR STOCK. Enquire of Hollon & Hungerford, Albion, Mich. 16

FOR SALE CHEAP—A HAND ELEVATOR with capacity of 3,000 pounds. Adapted to use of country store or elevator. Hugh E. Wilson, Trustee Rutka Hamilton Hardware Co., Grand Rapids. 18

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 24 Kellogg street, Grand Rapids. 933

WANTED TO EXCHANGE—STORE BUILDING in Lake Odessa for bazaar or china stock. Address No. 17, care Michigan Tradesman. 17

FOR SALE—NICE CLEAN STOCK OF hardware, invoicing about \$2,500; also tin-shop in connection; store building and warehouse valued at \$700; located in the best farming country in Southern Michigan; good live town; good railroad, elevator, roller flouring mill, saw mill, planing and heading mills. Good reasons for selling. Address No. 14, care Michigan Tradesman. 14

FOR RENT—IN A HUSTLING TOWN OF 20,000 inhabitants a solid brick store, two floors and basement, 80x24 feet; desirable location; terms reasonable. Address E. Major, 311 Sycamore St., Manistee, Mich. 13

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—40 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 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

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

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 968

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 680, care Michigan Tradesman. 680

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. Railway, Grand Rapids, Mich. 919

FOR SALE—A RARE OPPORTUNITY—A flourishing business; clean stock of shoes and furnishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Falling health reason for selling. Address P. O. Box 204, Negaunee, Mich. 918

MISCELLANEOUS.

WANTED—PHARMACIST OR ASSISTANT. Allan Little, Rapid City, Mich. 11

WANTED—POSITION IN A GENERAL store; twenty years' experience; good references. Address No. 997, care Michigan Tradesman. 997

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—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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

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

Come Into the ..Fold..

Sixty thousand have "caught on," why not you? The Money Weight System of weighing your merchandise is the greatest plan ever invented for saving money. **Money saved is money earned.** Wouldn't you like to have your business earn you more money? Of course you would. Now, why not begin business aright before another week is past? Drop us a postal for our 32 page Hand Book on Money Weight Scales. Long time and easy payments ought to help you out if you are at all doubtful about the ready money. Half the business of the world is done on credit, you know.

THE COMPUTING SCALE CO.
DAYTON, OHIO.

