

Lamps

That Will Sell



No. 875.

10-inch globe. Treated in rich dark green shaded to delicate pink and decorated with roses and leaves; the oil pot and base are finished in Japanese bronze. Height, 22 in.

Price, \$4 00 each.

Also sold in No. 875 assortment.

Write
for
Our
Prices
Before
You
Buy



No. 876.

11-in. globe. Dark tints of green shaded to light green and decoration of red and white peonies on pink background; base and oil pot are in gold finish. Height, 23 in.

Price, \$5.00 each.

Also sold in No. 875 assortment.

No. 875 Assortment

(Lamps fitted with No. 2 Royal Burners.)

1 only No. 875 lamp, complete.....	\$ 4 00
1 only No. 876 lamp, complete.....	5 00
1 only No. 877 lamp, complete.....	6 00
	\$15 00
Package no charge.	Less 10 per cent, \$13 50

Lamps

That are Up to Date



No. 877.

11 in. globe. Ground laid in dark ruby with orchids and leaves in natural coloring—a most artistic effect. Base and oil pot finished in Japanese bronze. Height, 24 inches.

Price, \$6 00 each.

Also sold in No. 875 assortment.

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.



Hoffman House Cigars

Have Stood the Test for Years

Hoffmanettes 5-cent Cigars

Nothing Better Ever Sold

THE HILSON CO., Makers.

Hoffman House Little Cigars===10 for 10 cents

PHELPS, BRACE & CO., Distributors, Detroit, Mich.
F. E. BUSHMAN, Manager Cigar Department.

MICA AXLE GREASE

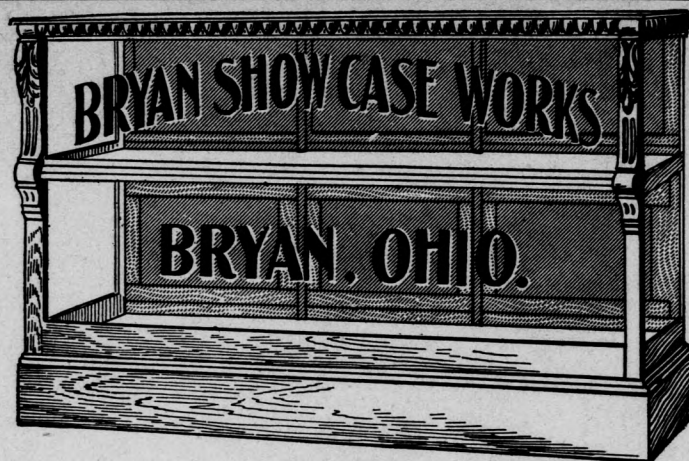
has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a 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.



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



This Showcase only \$4.00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.

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

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, AUGUST 2, 1899.

Number 828

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 from our Michigan representative, Wm. Connor, who is visiting us here for two weeks. Prices, quality and fit guaranteed.

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 08
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.

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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe 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.

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BUSINESS CONDITIONS.

There has been enough of financial conservatism in the great centers, amounting to almost a stringency, to hold the general stock market to a steady, but slow, advance in the face of conditions which would seem to warrant a decided boom. The increase in activity and appreciation of prices continued until the appearance of a yellow fever scare, with its possibilities of quarantine and interference with travel, when there appeared a tendency to reaction, so that in the last two days there has been a slight falling off in values. In view of the fact that there has never been a corresponding time of year when there was such universal activity in all industries, or so great a volume of transportation business, it is fortunate that there has been enough of financial disquiet, of strikes and other restraining influences, to prevent an undue advance, which must inevitably have been followed by reaction.

The remarkable feature of the situation is the unexpected abundance of natural products, as shown by wheat and corn movement, by cotton and by mineral production. In quantities which in the aggregate leave all corresponding records far in the rear, there is yet a capacity of absorption which either advances or sustains prices, or permits but the slightest yielding.

The movement of wheat and other grains has far exceeded expectation and raises the question of accuracy in the accepted statements as to the quantities in producers' hands. The fact that at a moderate price offerings are so abundant as to produce a weakening tendency shows that there is confidence as to the abundance of the coming crop.

With an abundance of cotton from the plantations, which so far exceeds expectation as to cause a slight decline in the white staple, there is a constant increase of demand, which causes further advance in many lines of its products. Buying by the factories far exceeds that of recent years, arguing confidence on the part of manufacturers in a continued increase in demand. Sales of wool continue heavy, amounting in four weeks to 46,729,600 pounds at the three markets, and the reports indicate that manufacturers are purchasing some

grades more freely. The sales of goods by the American Woolen Company have in some qualities exceeded the capacity of its mills, so that orders have been scaled down, the company proposing to insist upon orders as valid contracts, refusing cancellations. The advances in all wool staple goods and low-grade fancies are about 2½ per cent.

In the iron trade there is yet the pressure of demand which holds prices at astonishingly high figures in spite of the rush of new furnaces into the field. There has been less of shutting down for repairs and of interference of strikes than usual at this season, and yet the demand is not met. Of course it can not be long before the increase of production will exert an influence and bring prices down to nearer parity with the rest of the world.

Export movement of breadstuffs and an unusually heavy import movement of general merchandise have resulted in great gains for the railroads, which report earnings 16.1 per cent. larger than last year in July, the greatest increase in any month this year and 10.4 per cent. larger than in 1892. The payments through clearing houses in July thus far reported have been 47.2 per cent. larger than last year and 59.6 per cent. larger than in 1892. New York, with payments of \$180,119,000 daily, gains more than 70 per cent. over July, 1892.

The Grain Market.

Wheat has not maintained the strength which it showed last week. Winter wheat showed a decline on cash of 1c per bushel and deferred futures about 2c per bushel. The same is true of spring wheat. The situation has not changed and I see no reason to change my mind in regard to prices, namely, that better prices will ultimately prevail. The winter wheat threshings show no improvement, the average being about 9 bushels per acre, against 17 bushels last year, and allowing the best of weather for gathering the spring wheat crop, it will not be as large as last year. Receipts in the Northwest have fallen off considerably, and they will from now on until new wheat makes its appearance, which will be in about six weeks. Wheat also sympathized with the downward price in corn.

Corn dropped a full cent during the last few days, owing to the fine corn weather and the enormous acreage.

Oats were weak and sold off fully 3c per bushel, owing to the same cause that sold corn down.

Rye also dropped 3c per bushel, and will probably go 8 to 10c lower before it stops or finds its level in prices.

Receipts have been moderate, being 50 cars of wheat, 27 cars of corn and 9 cars of oats.

Millers are paying 66c for old and 64c for new wheat. C. G. A. VOIGT.

Pad and Pencil.

A pad in your pocket, a lead pencil within reach, are two little things that an advertiser should always have with him. Many a sudden inspiration of great value can be recorded and put into service, which otherwise would be lost.

The Market and Its Neighbors.

During the week a few clingstone peaches were offered in the market, but the quantity was small and later the offerings disappeared entirely. The general impression seems to prevail that the crop will be very small and that as a consequence peaches will be peaches.

Offerings of apples have increased freely and both prices and qualities extend over a wide range. Sales have been good and yet the seeker after cheap fruit has not had far to look. So far the offerings of apples seem to be almost as plentiful as usual, and yet there is little doubt that later varieties will command unusually large prices.

Potatoes and other vegetables continue in the greatest profusion. The plentifulness of the tubers is such that prices has yielded to a considerable extent, and growers are trying to reconcile themselves to the idea that it will require the handling of considerable quantities to get large returns, and yet a good healthy demand seems probable. Other vegetables are equally abundant and of fine quality and the offerings are increasing at about the usual ratio for this part of the season.

While the satisfaction with which the market is accepted by both buyers and sellers seems to indicate the approval of the action of the city in making the investment, misgivings can not fail to arise in the mind of the observing taxpayer as he watches the progress of the municipal enterprises indicated by the piles of brick and masonry which encumber the southern part of the island. In buying the land for a market the city made an investment in which there was inherent, permanent and probably increasing value; thus the taxpayers, as long as they retained their interests in the city, were no poorer. But the other enterprises are a different story. Sanitary needs may have warranted the building of a crematory, although the value and efficiency of the present institution are as yet far from demonstrated. But this expenditure, while perhaps necessary, and, if judiciously made, justifiable, is one involving loss to the taxpayer. It is a plant which must wear and deteriorate in value, eventually to be renewed at additional cost. But this institution is a matter of comparatively small importance beside the undertaking to furnish the city light. In this the expenditure is to far exceed either of the others, and it is one involving nothing of permanent value. The taxpayer is investing in an institution which will rapidly deteriorate and become obsolete, as well as wear out. In this the investment is but the beginning of an endless progression, the end of which no man can foresee or compute. The prediction that it will be as wasteful and prolific of municipal corruption as the average of such enterprises seems to be warranted by the management of the work of building as far as it has progressed.

One of the dampers of ambition is the fact that the mantle of greatness has to be worn as a shroud too often.

Dry Goods

The Dry Goods Market.

Staple Cottons—All the leading makes of bleached goods are firm with a steady demand, with prospects, according to some agents, of advances in the near future. The lower grades are unchanged in the character of the demand or the prices. Wide sheetings are in fair request and firm in price. Cotton flannels, blankets and coarse colored cottons are without change of price or conditions.

Ginghams—The situation in staple ginghams is about the same as we reported last week. There are some enquiries in the market, but the goods are not easy to be found, except at distant deliveries. Madras fabrics and percales are being taken in some quantities by the manufacturers. Some of the agents say that a considerable number of orders have been booked for dress styles of ginghams for next spring, subject to whatever the prices are at the opening. This shows anxiety on the part of buyers to secure a certain amount of goods as early as possible in anticipation of a rush of business at the start.

Prints—A firm foundation has evidently been reached by the prices for fancy prints and all lines are firm. The situation is healthy throughout. New orders for indigo blues, mournings, turkey reds, etc., are being received in fair quantities.

Hosiery—July was a splendid month for the importers of hosiery, at least the last half of it was so, and a good steady trade has come to hand. Salesmen on the road have sent in good orders and there has been a fine spot business. The importers are preparing for an active fall trade, and prices will be very stiff. This is assured by the stiffness of the European market. In women's hosiery there seems to be a demand for the finer grades of ribbed and lace goods. The domestic end of the hosiery market has not been neglected and the manufacturers are enjoying a season of activity in the cheaper grades.

Carpets—The principal demand is still for cheap tapestries and velvets, although there is a marked improvement in the demand for ingrain. For the fine grades, such as body Brussels, wiltons and axminsters, the demand is somewhat limited as compared with the cheaper grades. They have, nevertheless, received a very fair share of attention. The contemplated advance on ingrain has tended to stimulate buyers to place orders in larger quantities than

usual at this season. As a result, some mills are quite well sold up for this season. In former years it has been the custom to accept more orders than could possibly be filled, allowance in this way being made for any possible cancellations. This season, however, this condition will be more generally reversed, as the buyers are to-day hungry for goods, as they find their trade constantly increasing with the present prosperous industrial condition of the country. There is no incentive towards cancellations, but rather a large temptation to speculate on the future prosperity, which has now, even in some branches of the woolen industry, come to stay. To be sure, as yet it has been felt more in the increased volume, rather than in increased prices and it will still take considerable advance on all lines of carpets to bring them up even to what was the natural price before the "auction slaughter" of May and June, 1898. It is hoped that this branch of industry will never pass through such a trying ordeal again. At present improvement is the order of the day.

Lace Curtains—The domestic manufacturer finds the demand for Nottingham curtains and all tambour work improving each season, and while there is still a fair amount of the very finest goods imported, including bobbinet and Brussels lines above 16 points, the American manufacturer will be sure, as he finds it profitable, to prepare to compete even in these, although in the past it has been mainly a question of cheap wages. Improved machinery has even in the past in some lines overcome this obstacle.

Golf Hosiery.

Three weeks ago there was a stampede among the agents for golf hosiery, and every effort was made to reduce stocks, even at great sacrifices. This continued until the agents suddenly found that they had nothing in stock, and that they could find nothing to take the place of goods sold. Contrary to what they thought, there was a scarcity instead of an overplus, and the "bargains" were quickly withdrawn. Prices were not only returned to the original figures, but in a number of cases were quoted at advances, and this too on styles that had been considered as out of date and undesirable. Some of the cheap grades were too plentiful. Many manufacturers of cheap domestic goods made golf hosiery as a side line, and in this particular overstocked the market; but most of these goods have been cleared away, and things are in good shape for continuing business on a secure basis.

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties,

80-82 Canal Street, (Third Floor.)

FALL STOCK NOW READY—Big line of Buckles to retail for 25, 50, 75 and \$1.00. Fine Roll Plate Beauty Pins to sell at 2, 3, 5 and 10 cents. Send for samples.

Our Specialties:

Buckles, Brooches, Beauty Pins, Links, Chains, Buttons, Scarf Pins, etc., at popular prices. Most Extensive Line Shown in Michigan.

JUST ARRIVED

Twenty-five cases of Fleece Back Wash Goods and New Percales. Do not delay in sending us your orders if you want the best.

P. STEKETEE & SONS.

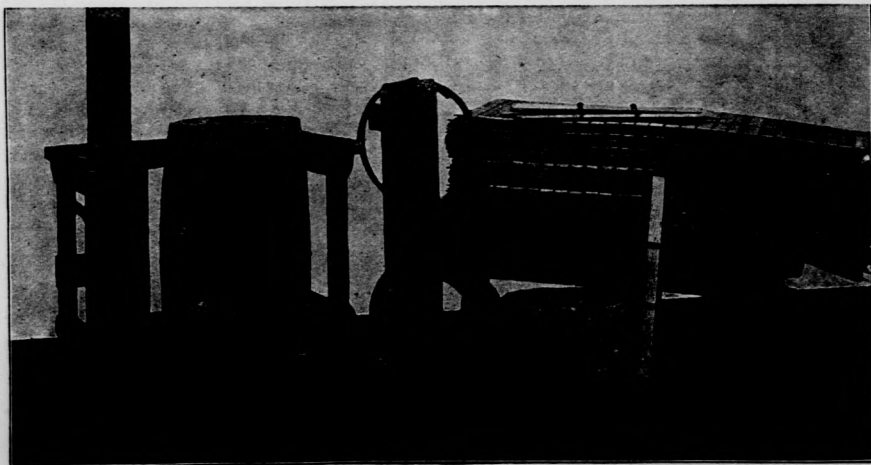
Wholesale Dry Goods, Grand Rapids.

Our Cap Department

Is in a healthy condition. It is growing. If you have not looked us over you will be surprised at the assortment we are showing compared with former seasons. We not only show the staple numbers, but also some of the swell things, and for little money at that. Our plush goods to sell at 50 cents are great.

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods, Grand Rapids, Mich.

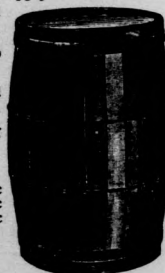


The Hercules Ventilated Barrel

Just the barrel 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 \$3.00 for it and refund the \$3.00 when you have purchased 500 barrels.

The Hercules has been endorsed and recommended by all prominent fruit and commission men in Chicago, and is considered the very best barrel for shipping any product requiring ventilation. Our prices, f. o. b. Chicago, are as follows:
Apple-barrel size, 17½-inch head, 29-inch stave; 12 pecks.
In lots of 100, heads & hoops complete, knock-down, each...22c
In lots of 200, heads & hoops complete, knock-down, each...21c
In lots of 500, heads & hoops complete, knock-down, each...20c

Setting-up outfit included. We can ship promptly.
For further particulars and sample barrel address,



Hercules Woodenware Co.,

293 W. 20th Place,
Chicago, Ill.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, July 29—The coffee market has averaged steady all the week, and closes in a condition more favorable, upon the whole, than a week ago. Not that prices have advanced, but there are reports of an advance in Europe and this gives a better tone to trade here. The crop movement at Rio and Santos, as reported daily, is large, ranging from 50,000 to 65,000 bags daily—a condition of affairs that does not indicate lower range of prices in the near future. The amount of coffee here and afloat aggregates 1,122,650 bags—an enormous quantity—against 894,841 bags at the same time last year. Rio No. 7, 5½@5¾c. Mild grades are very quiet. Buyers show no disposition to purchase same for present wants, but on the other hand sellers are not anxious and prices are fairly steady, with good Cucuta ruling at 7½@8c.

Raw sugars are firm and have sold at some advance and on Friday it was thought that if supplies sufficiently large could have been obtained, 4½c would have been paid for centrifugal 96 deg. Refined has been active, or fairly so, all the week, although a large part of trading has consisted of withdrawing supplies on contract. The trust is behind in filling orders, although little if any delay has been reported by the independent refineries.

The "country trade" in teas is reported as showing some improvement and it is just possible the phrase may fit the general market, although it would be an exaggeration to say there was any great activity. At the auction sale on Wednesday it was figured out that prices showed some advance, but there is room for improvement.

The rice market has been more than usually quiet and buyers appear to have a supply on hand sufficient for some time and show little interest in the present condition of affairs. The domestic crop reports continue favorable. Samples of new rice have been received, showing excellent quality. Of foreign grades, Japan has been mostly sought for, the price of which holds steady at 4½@4¾c.

Spices are dull and featureless. The only report to be heard from dealers is the stereotyped one, "Nothing doing." Prices, however, show no weakness and it is quite generally thought will be fairly firm, if not higher, at the end of the year. Cloves have met with a little enquiry and 4,000 bales of Zanzibar changed hands at private terms.

There has been rather more enquiry for grocery grades of molasses for future delivery, but for spot the market is flat and orders are only for sorting-up qualities. Prices are firmly held and are about unchanged. Syrups have been in better request, but the supply of desirable goods is very inadequate. Prime to fancy sugar is quotable at 18@22c. In canned goods the week has hardly been as active as the previous one, but it is still far above the average of several years and prices continue to maintain great strength. Spot New York corn of the better grades will bring 80c. Tomatoes are firm within a range of 72½@80c. Spot salmon is in excellent request and stocks are closely cleaned up. One pound Columbia River Falls, \$1.40@1.45; flats, \$1.65.

Lemons show increasing strength and orders have come from all points. Auction prices show about 50c advance since Tuesday. Oranges are easier. Rodis, 200s, extra choice, \$4.50; fancies, \$4.75; California seedlings, \$3@3.25. Bananas are doing better. Firsts, per bunch, \$1.15@1.25, as to quality.

Dried fruits are dull. Both spot goods and futures lack animation, although, as a rule, no weakness in prices is apparent. There has been some request for spot prunes, but buyers are not over anxious. Small sales of apricots have been made from 11½@12½c.

Marrow beans have shown weakness and are now offered quite freely at \$1.47½; choice medium, \$1.35; pea, \$1.35; red kidney, \$1.67½@1.70.

Western eggs, if desirable quality, are readily absorbed, but the bulk of receipts will not bear close inspection and sell for 11@12c. Extra, 15@15½c.

Butter is unchanged. The demand is moderate, but prices remain about as last week. Extra Western creamery, 18c; imitation creamery, extras, 15@15½c; firsts, 14@14½c; Western dairy, 12@15c; latter for finest; factory, 11@13½c.

The cheese market has shown some improvement and the outlook is favorable. Large size, full cream, 9c, and some lots for export were taken at that.

A Word of Caution.

From the New York Produce Review.

More eggs are now being sold in this market on a case count basis than ever before at this season of year. Goods which are fine enough to satisfy first-class trade, but which are not selected and candled so closely as to meet the requirements of the "extra" grade, are selling "loss off" and these still form the largest class of receipts; but the fanciest candled goods, together with most of the regular packings which grade below fresh gathered "seconds," together with many of the latter, are selling generally by the case. As we have always anticipated this leads to a very wide range of selling values, and shippers who have been in the habit of

basing their purchase price in relation to quotations should fully understand the situation.

Although a moderate portion of our receipts is now selling at 15c loss off (the losses ranging from say 2 to 6 dozen) a very considerable part of the supply is going at 10@12c case count and it is safe to say that the average value of the ungraded eggs arriving is not above 12c on a case count basis.

Buying prices should not be based on top quotations unless the quality of the stock is known to be unusually fine. The situation is rather a bad one at present and country prices should be depressed to a safer point; if competitors insist

upon offering unreasonably full figures it would be better to let them have the goods rather than follow into a losing game.

It Didn't Touch Him.

"I see you've got the sign, 'No Trust,' stuck up on the wall," cordially spoke the customer with the faded hair. "I'm down on 'em, too. Gimmy a quarter's wuth of plug tobacco. I'll pay fur it next week."

Why men drink is what staggers a woman; but it is what they drink that staggers the men.



NIGHT HAWK.

CIGARS

STANDARD CIGAR CO., Cleveland, Ohio.

THURLOW WEED, \$70 per M. 10c Straight.

The President of the United States of America,

To

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

FREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor.

Around the State

Movements of Merchants.

Au Gres—Chas. Black has purchased the drug stock of J. B. Robb.

Wales—H. L. Lashbrooks has opened a new grocery store at this place.

Lowell—Will S. Godfrey has opened a new clothing store at this place.

Scottville—E. Kobe will engage in general trade here about Aug. 15.

Marcellus—O. N. Hunt & Son have sold their general stock to C. T. Nash & Co.

West Bay City—Edward Lichtig succeeds Wm. Lichtig in the clothing business.

Ann Arbor—John Koch has engaged in the furniture and carpet business at this place.

McBain—McKinnon Bros., of Clare, have established a department store at this place.

Whitehall—Miss May Chapman will shortly open a dry goods store in the Covell block.

Detroit—John A. Lotz succeeds Lotz & Berns in the men's furnishing goods and hat and cap business.

Cheboygan—H. A. St. Onge & Co., dealers in dry goods and shoes, have removed to Davenport, Ia.

Scottville—Wm. Fisher has purchased the grocery stock of S. Slaght and consolidated it with his own stock.

Fife Lake—Louis Morris has recently moved his general stock into his new pressed brick two story building.

Sault Ste. Marie—Campbell Bros., grocers, have dissolved partnership. W. W. Campbell will continue the business.

Mt. Pleasant—Taylor & Co., who conducted a bakery and restaurant at this place, have sold out to Bart R. Gruner.

Saugatuck—D. A. Heath has sold his drug stock to John Bright, of Treaty, Ind., who will continue the business at the same location.

Muskegon Heights—G. Van Arkel, who has managed one of Frederick Brundage's branch drug stores, has opened a drug store at this place.

South Haven—Wm. Remus will shortly engage in the grocery business here. The store will be under the personal supervision of his son, Wm. J. Remus.

Meridian—C. M. Hallett, who was engaged in the grocery business at this place, dropped dead Monday, while attending to his usual duties about his store.

Port Huron—Judge Saunders, the pioneer wholesale merchant of the city, although now 86 years of age, can be seen every day at the wholesale grocery house of F. Saunders & Co., attending to his usual duties.

Ann Arbor—C. H. Cady, who recently purchased the Maynard and Walters grocery stocks and consolidated them in the Maynard store, has arranged with his old clerk, Warren I. Parsons, to manage the business.

Scottville—The Wagar building is nearly completed and the two new business rooms will be occupied by W. M. Wagar with his stock of clothing, boots, shoes, harness and such additional lines of goods as he may deem necessary to his business.

East Jordan—J. J. Votruba is building a three-story brick store building with plate glass front, the second floor to be used for a Masonic lodge room and business offices. The first floor he will soon occupy with a complete line of harness and groceries.

Norwood—The general merchandise business established by G. V. Nash nineteen years ago was sold July 20 by L. J. Nash to Valentine Bros., of Little Harbor. The business will be continued by Valentine Bros. and L. J. Nash will carry on the lumber business.

Zeeland—Christian Den Herder, who for many years has been engaged in the general merchandise business here, has sold his stock to John Kroodsmas, of Vriesland, and Richard Ranis, a former partner of Mr. Den Herder, who will continue the business at the same location.

Ann Arbor—A new clothing store has been established at this place under the style of Wagner & Co., composed of Chas. Wagner, Eugene Koch and Adolph Hoffstetter. The store is under the management of Mr. Hoffstetter and the tailoring department will be under the supervision of Mr. Wagner and Mr. Koch.

Lawton—T. R. Smith has disposed of his interest in the general merchandise firm of T. R. Smith & Co. and will remove to Wyoming, where he has lately become interested in the mercantile business and mining enterprises. The new firm will consist of L. H. Weldin, L. Waldorff and L. A. Packer, who will continue the business under the style of L. H. Weldin & Co.

Ithaca—Herbert J. Crawford has purchased the interest of his brother, Jas. B. Crawford, in the drug firm of Crawford Bros. and will continue the drug business at this place and at North Star in his own name. The retiring member of the firm has not fully decided on his future course, but for the present will devote his attention to his other business interests as Secretary of the Light & Power Co., Secretary of the Roller Mills Co., President of the First State Savings Bank of Breckenridge and director of the Ithaca Savings Bank.

Ishpeming—The order of the court restraining the sale of any part of the original Mowick stock still holds good. The goods now being sold consist of stock purchased by Henderson after the Mowick stock had been transferred to him. If any other goods are sold it is in contempt of the order of the United States Court. The creditors have made progress with their case, inasmuch as they have had the transfer made by Mrs. N. L. Mowick to Alf. Henderson declared fraudulent and the original owner of the stock a bankrupt. The order granted by the court on the petition of the creditors, restraining Henderson from selling goods, applied only to the merchandise originally composing the Mowick stock, which was transferred to Henderson at an early date in March. After the transfer Henderson bought new goods from time to time, continuing to dispose of merchandise making up the Mowick stock. The order granted the creditors restrained him from selling goods belonging to the Mowick stock, and he was free at all times to sell any goods purchased by him after the date of the transfer. However, he did not keep the store open, nor did he dispose of any of his own stock. He shut the place and refrained from all trade until Judge Severens informed him that he was free to sell anything bought on his own account. When he was informed of this fact at the recent hearing he immediately prepared for the reopening and bankrupt sale which is now going on. The original order holds and no part of the old Mowick stock can be sold.

Manufacturing Matters.

Reading—Higley & Sons expect to begin operations in their new flouring mill about Sept. 1.

Jonesville—The Omega Portland Cement Co. has been organized by local capitalists, with a capital stock of \$350,000.

East Jordan—The East Jordan Lumber Co. is erecting a double brick store building for its general stock of merchandise.

Petoskey—C. F. Hankey & Son, grain dealers and flouring mill operators, have changed their style to the Hankey Milling Co.

Sault Ste. Marie—The Soo Lumber Co. has been organized by W. B. Earle, of Hermansville, and W. J. Light, of Calumet, to engage in the sale of lumber at retail.

Allegan—Guard, Fairfield & Co. have purchased the A. W. Nysson grist mill, at Saugatuck, and will immediately enter upon the work of repairing the mill and adding machinery which will improve and increase the output.

Sheldrake—Penoyer Bros. & Co. have merged their lumbering business into a corporation, under the same style. The capital stock is \$300,000, the incorporators being W. Penoyer, W. C. Penoyer, Frank W. Wheeler, G. Clark and C. W. Stiver.

Grand Haven—Unless some one raises his bid of \$4,750 by Aug. 7, the assets of the Sterling Furniture Co. will be turned over to Mr. Bliss, who managed the business up to the time the institution went into liquidation. The real estate and buildings are generally considered to be worth more than the amount bid, to say nothing of the machinery and fixtures.

Detroit—The Detroit Automobile Co. has been organized with a capital of \$150,000 to manufacture a gasoline automobile invented by Henry Ford, of this city. Clarence A. Black is President, A. E. F. White Vice-President, S. S. DeLano Treasurer and Frank R. Alderman, Secretary. Phaetons, delivery wagons, carriages, etc., will be manufactured, and aluminum will be largely used in order to reduce the weight.

The Boys Behind the Counter.

Sherman—Samuel Dean, who has been clerking for Gilbert & Sturtevant the past three years, has secured a position with J. E. Mailhot, of Manistee.

Saginaw—Charles E. Himmelein has resigned his position with Porteous, Mitchell & Co., after being with the firm for the past seven years. He contemplates entering another line of business.

Owosso—Floyd Wren has taken a position as clerk in W. E. Collins & Co.'s drug store.

Lansing—C. A. Sans, of Higby, has succeeded L. C. Reynolds in Eilenburg's pharmacy. Mr. Reynolds has taken a position as traveling salesman.

Flint—Will Shepner, who has been in the employ of G. E. Childs the past seven years, has severed his connection with that store and will open a jewelry and repair shop in Church's drug store.

Owosso—E. L. Devereaux has engaged the following clerks for his new grocery store: Chas. Bailey, A. F. Loomis and Fred Lewis.

Needs Re-naming.

"Great snakes! Is that one of them auto-automobiles?"

"Yes."

"Well, it's got to have a shorter name. The blamed thing is out of sight before you can pronounce it."

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held at the office of the Michigan Tradesman Tuesday evening, Aug. 1, President Dyk presided. On account of the illness of Secretary Klap, Julius J. Wagner acted as Secretary.

Peter Braun, one of the committee appointed to attend the last meeting of the Retail Meat Dealers' Association, reported that the butchers declined to join in the movement to close one half day a week during August. The report was accepted.

A communication was received from J. M. McIntyre, of Billings, Mont., asking information in regard to the credit feature of the Association, and the Secretary was requested to reply to same.

Peter Braun, of the Committee on Arrangements for Picnic, reported progress and noted certain changes in the details of the entertainment features of the programme, including the line of march of the parade. The report was accepted.

M. Vieregger moved that the Committee on Badges be requested to distribute badges among those grocers who report at Sweet's Hotel on Thursday morning. The motion was adopted.

Fred W. Fuller, chairman of the Committee on Sports, reported progress and stated that the Reed's Lake people are praying for good weather and stand ready to do their part to render the event a success.

Julius J. Wagner moved that as many of the grocers as possible march in the parade, meeting at Sweet's Hotel at 8 o'clock. Adopted.

H. C. Wendorff offered the following resolution, which was adopted:

Resolved—That the hearty thanks of this Association are due and are hereby tendered the H. J. Heinz Co. for the generous gift of 3,000 badges for our thirteenth annual picnic.

There being no further business, the meeting adjourned.

Cool Weather Not a Good Thing for Grocers.

From the Port Huron Times.

It has been some years since the temperature in the months of June and July has been as low as it has this year, and the cool weather has had a peculiar effect upon the grocery trade. A local retailer in speaking of the matter to-day said the appetites of people vary with the weather. "You see it's like this," said the grocer: "when the weather is hot the diet of most people demands plenty of fruit and light eating, but the cool weather brings about a desire for solids. We have to handle more or less of perishable fruit, and it goes off pretty slowly these days, and in fact the vegetable trade is not very rushing. Of course fruit will not last forever even in cool weather, and for that reason the hotter the better for us. The progress made in the shipping of berries during the last year or two is also noticeable, from the fact that the berry pickers used to bring in their product in tin pails, and any other old receptacle. Now the little boxes are used entirely, and no one thinks of coming to town with berries to sell who does not use them. They save lots of waste, and are better for both the buyer and the seller."

Not Impossible.

"I am sorry, ladies and gentlemen," announced the manager of the theatrical company, "but we shall have to walk to the next town. There isn't money enough in the treasury to pay railroad fare."

"Hadden't you better put the baggage in a cart and have me haul it?" suggested the principal actor, in his deepest and most tragic voice.

"It may come to that," replied the manager. "Hitch your wagon to the star!" says Emerson. Ladies and gentlemen, we must be moving."

The peacemaker is all right, but he is never appreciated by the fellow that is getting the best of the fight.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is very strong, with a further advance of 1-16c, which makes the present price of 96 deg. test centrifugals 4½c. This is fully ½c advance within the past two weeks. Refined is very firm, with an increasing demand, stimulated somewhat by the stronger raw situation. Softs are still shaded 1-16½c, the refiners preferring not to accumulate stocks of these grades during the warm weather. The total stock of sugar in the United States is 284,587 tons, against 335,179 tons last year.

Canned Goods—The advance of 50c per box on tinplate last week caused a strong market for empty cans. Dealers who laid in supplies during the winter are almost entirely cleaned out, and an advance in quotations on future canned products is very probable. The tomato season opens earlier this year than usual, doubtless owing to the warm weather, which has forced the crop. The indications are that we are going to have a large pack this year in spite of the high prices for cans, cases, etc. The tomato packer has every inducement to start his cannery, as the prices of tomatoes have been satisfactory and steady, but the principal inducement is that the stock of last year's pack is practically sold out, leaving a bare market in which they can dispose of their output with very little trouble. Cannery of peaches have begun operations in Baltimore and California. In Baltimore, packers find plenty of inferior fruit, but comparatively little that will make first quality goods. We would advise the quick purchase of all grades of peaches, first, because there will not be a surplus such as we have had in former years, and, second, because it is quite probable that speculators will make an effort to corner the market. The summer pack of beans appears to be about over. The quantity put up has been larger than was anticipated. Recently the trade has bought rather sparingly and prices have weakened considerably. There is a good demand for small fruits, particularly for pears. Apparently supplies are likely to be short this year, and the trade is securing all the supplies they possibly can at present prices, as an increase is expected. Strawberries are in extraordinary demand from some quarters and prices are steady. Blueberries are steady at full previous prices, with some probability of an advance in the near future, the quantity available for canning being so small. The pack of apricots in California is about over and present estimates of the output indicate a larger yield than last year. Cannery began by offering \$20 per ton for fresh fruit and gradually advanced prices until \$40 was reached. The result was that proportionately more of this year's crop was canned than has been the case heretofore. The quality of the output is reported fully as good as any previous season. The demand for sardines continues very good at unchanged prices. Salmon attracts the most attention of anything in the canned goods line just now, owing to the authenticated reports of a short pack and a continuous poor run of fish along the Columbia River. It is now asserted positively that not a single packer on the Columbia River will be able to fill his orders in full and from the present outlook not more than 50 or 60 per cent. of the orders taken.

This is the first time in sixteen years that Warren has not been able to fill his contracts in full. The trade are buying heavily of Alaska salmon to make up for the shortage in Columbia River. The market is very firm and prices are unchanged as yet, but there is a probability that they will advance with the increase in demand sure to follow a knowledge that the pack is short.

Dried Fruits—There is nothing of particular interest in the dried fruit market and prices on all lines are unchanged. There is a little activity in some grades of raisins. Trade during the past few days has been more active and it seems probable that prices will be firmer than they have been in the past. Holders are about cleaned out of low grades and others are going out more freely into consumption. At the present rate of absorption there will be few left when the new crop comes in next September. It is said that the Association contemplates making a firm opening price this season, and thus avoid the mistake of raising prices a number of times during the season. The new crop promises an abundant yield of good quality and prices are expected to rule high this season. Prunes are in rather more demand; there is a better feeling in the trade. There is nothing new in futures, although enquiry is increasing and sales promise to be good in the near future. Holders expect that the supply will be practically exhausted when the new crop goods come on the market. New crop apricots attract the most attention, but prices are held so high that sales are small. The total yield this year is now placed at less than 500 cars, 450 to 475 being the quantity usually named. The season is about over on the coast and from Southern California the bulk of the shipments have come forward. Cannery have taken so much of the fresh fruit that the supply left for driers is so small that it may be difficult to supply the demand. The quality is pronounced exceptionally good and clean and large-sized fruit is said to be the rule. The outlook for a large yield of dried peaches is not as promising as it was. Cannery are offering such high prices that driers find it practically impossible to compete with them and are compelled to buy as they can. The current market is very strong with good demand and prices show an advance of ¼c over last week. Figs and dates move out slowly at unchanged prices.

Green Fruits—Shipments of lemons are much lighter, owing to the uncomfortable losses already sustained by importers. The probability is that the coming month will be much warmer than July and, if this probability proves true, the warm weather and smaller shipments will partially assist importers in making up for what they lost during the past month. The reduced shipments have a slightly improved influence on the market and prices have advanced about 25c per box. Bananas are down 5c per bunch on substantially all varieties. Receipts are so liberal that the demand is not strong enough to maintain a firm market with such heavy supplies continually coming in.

Nuts—The entire output of the Davisville (Cal.) Almond Growers' Association, about 350 to 360 tons, has been purchased by the J. K. Armsby Co. The nuts from this section are considered the choicest grown in the State.

Rice—The demand for Japan rice continues good, with an advance of 1-16 @ ½c in price.

Tea—The tea market is somewhat better, with a good demand, especially for the better grades.

Rolled Oats—The market is very strong, with an advance of 5c per barrel and 15@25c per case.

Fish—The market for mackerel continues strong, with very light receipts.

Matches—Coincident with the enormous increase of the stock of the Diamond Match Co. and the acquirement of the competing factories by the trust comes the notice that the Wolverine brand has been increased in price from \$1.05 to \$1.25 and that the No Brand—otherwise known as the fighting or knocker brand—has been entirely withdrawn from sale.

The Produce Market.

Apples—All kinds of harvest varieties are coming in freely, commanding \$1.50@2 for eating varieties, such as Queens, Strawberries, Duchess and Early Harvest, and \$1@1.25 for cooking stock.

Beans—Reports from the principal bean growing sections of the State are to the effect that the crop is maturing rapidly and that the cessation of rainy weather and the substitution of warm weather will surely enable the grower to harvest a crop large in amount and fine in quality.

Beets—40c per bu.

Cabbage—30@35c per doz., according to size. Receipts are large in amount and fine in quality.

Carrots—40c per bu.

Caiflower—\$1 per doz.

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

Cucumbers—Greenhouse stock fetches 12@15c per doz. Garden stock commands 50c per bu.

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—30c per bu. for curly; 40c per bu. for head.

Live Poultry—The market is a little stronger, owing to the heavy demand from the resort hotels. Broilers are active at 11@12c. Fat hens are in good demand at 6½@7c, while medium hens are in strong demand at 8c. Spring ducks are in fair demand at 10c, while old ducks are slow sale at 8c. Hen turkeys find ready sale at 10c. Large turkeys are in fair demand at 8c. Squabs are in good demand at \$1.25 per doz. Pigeons are in fair demand at 60c per doz.

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

Peaches—Alexanders command \$1.50 per bu. and Hale's Early fetch \$2@2.25. Sixth bu. baskets are held at 35@50c.

Peas—Marrowfats command 65@75c per bu.

Peppers—Green, 15c per doz.

Plums—Abundant as, as usual, the first variety to come in market. The crop of plums of all varieties promises to be fully up to the average in both quality and quantity and retail merchants should not delay in notifying their customers that there will be no canning peaches in market this year and that it will be well for them to substitute plums for peaches. As a rule, the price is reasonable early in the season, so the dealers who get in their orders early and educate their customers to purchase their supplies early in the season will reap their reward. The canning factories are planning to can enormous quantities of plums and are out among the growers making contracts for the fruit on the basis of \$1 per bu. This will tend to stiffen the price so that it will remain steady throughout the season, and those dealers who do not arrange for a supply soon may find themselves unable to obtain enough goods to meet the consumptive demands of their customers.

Potatoes—Home grown are coming in very freely, commanding 35@40c per bu. The crop is large and the size is fair. Every indication points to a large

crop of late potatoes, as the weather during July was exceptionally favorable for the crop.

Radishes—8c per doz. bunches.

Squash—Home grown command 50c per bu. box.

Sweet Corn—8@10c per doz.

Tomatoes—Home grown are becoming more plentiful, the price having declined to \$1.25 per bu. Most of the shipments thus far are made in half bushel baskets.

Turnips—35@40c per bu.

Watermelons—Missouri and Georgia 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 beginning to arrive.

Whortleberries—The base of supplies has moved to Northern Michigan and next week the Upper Peninsula crop will have the call. Prices range from \$2@2.50 per bu., according to size and quality.

Butter—Receipts are diminishing in quantity and getting poorer in quality. Fancy dairy commands 15c and factory creamery is staple as wheat at 18c.

Eggs—Receipts are poor in quality, due to the warm weather. Dealers pay 10c, case count, holding choice candled at 12½c and dirties and small eggs at 11c.

Muskmelons—Home grown cantaloupes fetch \$1 per doz. Home grown osage command \$1.25 per doz. Little gems fetch 45c per basket.

Hides, Pelts, Tallow and Wool.

Hides are scarce and wanted. Prices are high. Tanners complain because they can not make their usual profit of 25 per cent., and yet they are busy, with full vats.

Pelts are in good demand at a price that makes one wonder what is done with them to get the money back. New ideas develop new resources and the uses of sheep skins are innumerable.

Tallow has been wanted. Some soapers are short of stock and find no great supply from which to renew. It holds firm, but at no great advance.

Wool is strong, with heavy sales in all lines of trade. The coarse grades do not respond to the advance asked, as they are up to the importing point, and considerable has been taken for import. It is generally conceded that our full supply will be wanted and at lower values. Wm. T. Hess.

The Collins Hook & Eye Co., which is a copartnership composed of Frank A. Collins, A. K. Wheeler, Wm. M. Butts and A. Waggoner, has begun business in the north wing of the old county building. The company has acquired the sole right to cover hooks and eyes with an enamel in fast colors to match all shades of dress goods, and will place on the market thirty different shades.

C. F. Nash & Co., who conduct a drug store at Marcellus, have added a line of groceries. The stock was furnished by the Ball-Barnhart-Putman Co.

W. M. Wagar, dealer in boots and shoes at Scottville, has added a line of groceries, purchasing his stock from the Ball-Barnhart-Putman Co.

Joseph McKee has embarked in the grocery business at Stittsville. The Musselman Grocer Co. furnished the stock.

P. Prins has opened a grocery store at Holland. The stock was furnished by the Musselman Grocer Co.

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

Woman's World

The Bridge Pity Builds Between Masses and Classes.

I may have said in this column last summer, or the summer before, or some other time, that I adore Chicago. I like the tonic of its air. I like to get in the rush and hustle and bustle of its crowds too intent in getting somewhere to notice where they are going, and in this sinful and fallen world I can imagine nothing more heavenly than it would be to be turned loose in one of its big department stores with an unlimited credit ticket.

But it is not all of Chicago to know its fine boulevards, its shops, its miles of stone and marble palaces and its marvelous parks. There is another and a tenderer side, and nowhere else does philanthropy blossom with a more perfect flower than in this great city, where gaunt want stalks in the shadow cast by wealth, where the rags of poverty brush against fashion in the crowded street and hunger stands forever gnawing its fingers just without the halls of feasting.

Hard as abject poverty is for all, it never seems so bitter and so cruelly hard as when it holds little children in its iron grip—little children who should know nothing but sunshine and blooming flowers and laughter and all pure and innocent things, but who—God pity them!—even in their very babyhood, make acquaintance with want and drunkenness and vice, and are old in sin before they are in years. To me no charity seems so beautiful as that which takes compassion on these blighted little lives and that tries to restore to them in some small measure the birthright of which they have been robbed.

One of the ways in which Chicago does this is by establishing vacation schools, and yesterday I had the pleasure of visiting one of these and seeing its work. It is situated in that part of the town described by Mr. Dooley as being "forninst the tracks," and is in the very heart of the tenement district. To reach it we went through streets of ramshackle old buildings, guiltless of paint or comfort and crowded from damp basement to hot attic with a swarming hive of human beings. Pallid-faced men bent over sewing machines at the windows, frowsy women nursed sickly-looking babes at their breasts on the doorsteps, children fought and screamed on the sidewalk, while the few ragged garments floating from an upper window—the pathetic, scant weekly "wash"—gave an added emphasis to the poverty and squalor of the neighborhood. In the midst of this big, comfortable school building seemed like an oasis in a desert, and we were glad to push open the big swinging doors and find ourselves in a cheerful atmosphere.

Within there was the sound of a piano playing a gay march, the shuffling of little feet, the faint click of a hammer and the shrill treble of childish voices singing, for the vacation school does not attempt to teach by means of books. Its object is primarily to reach the very poorest class of children living in the slums—children whose only home is one room in which sometimes a dozen people herd together, and where the cooking, washing, sleeping, eating—the whole living—must be done. From such a place the children are thrust out upon the streets for a playground, to shift for themselves and to learn what the street has to teach them. The vacation school

invites them in and tries to amuse them and to teach them so subtly they are not aware they are doing anything but playing. Rules are relaxed, but if a child is not interested he must leave, for the vacation school is supported by voluntary contributions and there are hundreds of applicants for admission on the waiting list, for whom at present there is no room.

In the first room which we entered a kindergarten class of babies were going through their exercises. Such funny little tots as they were, showing such a wide diversity of nationalities! Here was a swarthy little Italian, there a rosy-cheeked Swede. Here the neat braids of a little Dutch Gretchen, there the frowsy head of a little Pole. Some were barefooted, with the grime of the street on them, others were cleanly although plainly dressed. Several sturdy little fellows in coarse overalls looked already like miniature workingmen, while one tiny lad, evidently more Americanized than the others, sported an immense ruffled collar. Every little face had been scrubbed clean, either at home or by the school matron, and shone with interest as the three pretty young kindergartners—the vacation schools employ only the very best teachers—guided them through the mysteries of a fascinating game.

In another room there were blooming flowers and growing plants, with great aquariums full of little fish and turtles and tadpoles. Butterflies were pinned against the walls, and the teacher was telling an interested roomful of children some of the wonder secrets of nature. Presently she asked them who had pets at home. There was a silence a moment, and then a grimy little hand went up, and a boy said that he had a pigeon—a statement that made him the cynosure of all eyes and brought out the undisguised envy of his less fortunate companions. Another, a sickly-looking little fellow, said that he had had a sparrow; that it fell out of a nest in the elevated road, and he caught it, but that as soon as it was strong enough to fly he let it go. He told it quite simply, but to me the little deed seemed full of the divine pity of the poor for the poor.

There probably never was a child who didn't delight in making pictures, and two big classes were happily engaged in this fascinating occupation under the skillful direction of good teachers. In one room a little girl in a red frock posed on a table, while the embryo artists drew impressionistic pictures of her in colored chalk. They followed Mr. Kipling's advice, and each "painted the thing that he saw," with the rather amusing result that some represented her as standing on one leg and others on three, but nothing apparently dampened the satisfaction they felt in the result.

Another interesting feature of the vacation school is the manual training department, with its miniature carpenter shops, in one of which the boys were making the loveliest kites, and in the other pretty wooden table mats. In the girls' department a sewing class was in full swing, with fifty or more little lassies learning how to make and mend, do fancy stitches and work buttonholes. In both these departments the material is furnished free, and the children may take their handiwork home.

So much for the material work being done by the vacation schools in keeping the children off of the streets, giving idle hands good work to do, and turning restless energy into the right channel. The spiritual significance is far greater. In every room there is written upon the wall these words: "God bath made of one blood all nations of men, and we are his children, brothers and

sisters all. We are citizens of this United States, and we believe our flag stands for self-sacrifice for the good of all the people. We want, therefore, to be true citizens of our great city, and to show our love for her by our own works. Chicago does not ask us to die for her welfare, she asks us to live for her, and so to live and act that her government may be pure, her officers honest, and every corner of her territory shall be a fit place to grow the best men and women who shall rule over her." They call that the civic creed, and every child in the school repeats it every morning. The tower of Babel could not furnish a greater variety of accents than the way in which they say it. A teacher told me that in a room of fifty scholars, there was not a single child of American parentage, but that fine sentiment is a forge in which to weld every nationality into Americanism. Wherever the anarchist or the nihilist of the future comes from, he will not come out of a school where he was nourished on that creed.

Out at Oak Park, the pretty suburb in which I am spending my vacation, this tender pity for the poor has taken the form of a camp, where over 100 women and little children are being entertained as the guests of the town. The camp is pitched in a beautiful grove, just on the edge of the prairie. The tents have floors laid in them and berths comfortably fitted up with mattresses and sheets and blankets and pillows. There is a dining tent, kitchen, a bathing tent, with hydrant and sewer connection, and a big assembly tent, with a piano and plenty of camp stools for the entertainments that are given in it.

Out of doors there are innumerable hammocks, footballs, swings and croquet sets, as well as the vast expanse of green for the children to roam over, and to this paradise the poor sickly mothers and children are invited for a week's visit, when they are succeeded by another set who are selected from the poorest and most forlorn denizens of the slums. Nothing is expected of them.

At home they know nothing but toil and privation, and here it is intended they shall have absolute rest. The churches, in turn, have charge of all the arrangements and provide the food, which is not only abundant and well cooked, but consists of many dainties unknown to those who are forever engaged in a hand to hand fight with starvation. One generous butcher provides the camp with enough chickens for their Sunday dinner, a confectioner sends them free ice cream, and so on. Picture books, toys, games make life a new delight to the youngsters, while every few days the residents send them carriages and give these poor creatures the unparalleled delight of a ride. One little girl thus taken for a ride showed such wonder and joy that a lady asked her if she had never ridden before, to which the little waif replied, "I have hitched but I have never set," meaning she had caught on behind, but had never been within a carriage.

To understand what such an outing means to the poor, one must remember that many of them have never seen any country. They know only the grime of the streets and the stone forests of houses that shut them in. The sweet, fresh air, the green of trees and blooming flowers are miracle and mystery to them. It is said that some of the children are afraid to walk on the grass at first for fear they will break it, and one little child was found fast asleep with a broken and withered dandelion in her hand, the first flower she had ever plucked, and so a treasure beyond all price. Another, seeing a cow for the first time, came running in, crying out she had seen a horse with horns.

So the week runs around. It is not long before the little vacation is ended, and they go back again to the city, but there is a flush of health on many a white cheek, the tired look has died out in many an eye, and life can never be quite the same again for the memory of a golden summer week, and the bridge pity builds between the masses and the classes.

DOROTHY DIX.



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.

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The People Know When
They Get Value Received



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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 2, 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.

CURE FOR HYDROPHOBIA.

There is no disease to which the human race is liable more horrifying and terror-stricking than hydrophobia. It is a disease commonly communicated by the bite of a rabid animal, ordinarily a dog.

The prevailing theory concerning the causation of the disease is that a dog, in some way entirely unknown, becomes affected by hydrophobia, which drives him into paroxysms of rage and fury, in the course of which he attacks in a mad sort of way any person or animal in his reach, and in the saliva which accompanies a bite the deadly microbe of hydrophobia is communicated to the subject bitten.

Ordinarily, a bite from a dog in good health is not a serious matter, and although hydrophobia is as old as the world, medical men appear to know but little of its real nature. They ought to be able to know just what conditions or causes produce this disease in dogs; but the ignorance on the subject, so far as scientists are concerned, is complete and absolute.

The unlearned pioneers and frontiersmen, who have conquered the wilderness and have done so much to make the Great Republic what it is, have long ago, from their own experience and observation, assigned a cause for this terrible disease. They declare it to be due in every original case to the bite of the skunk. This animal, which is found throughout North America, except in the Arctic regions, is not a cat, but belongs to the order of mustelidae, with the martens, minks and other such fur-bearing animals.

Old hunters claim that the bite of the skunk always and under all circumstances causes hydrophobia, and, when once communicated to any other animal, usually a dog, it can be passed and propagated whenever conditions permit. While there is no reason to doubt the statement concerning the poisonous nature of the skunk's bite, it is not likely that was the only cause of hydrophobia, since the disease has been known from the earliest times, and was originally traced to the bites of dogs, wolves and foxes. It is, therefore, entirely possible that animals of the canine family are subject to some disorder which produces the dreadful affection.

Although the celebrated Pasteur professed to have discovered in his serum treatment a prevention for hydrophobia after the bite of a rabid dog, and the cures with which he has been credited have gained for him great fame, there are, nevertheless, many medical men who deny the efficacy of Pasteur's methods. In an article in the New York Medical Record of July 22, Dr. Beverly O. Kinnear cites numerous alleged failures of the Pasteur treatment and proposes that of Buisson—the vapor-bath method. The following story of the discovery of the remedial effects of such a bath is interesting in this connection:

Dr. Buisson (doctor of medicine of the Paris faculty) was called in to a woman suffering from hydrophobia, just one hour before her death. She wished to be bled, and, after the operation, he wiped his hands on a handkerchief saturated with her saliva. He immediately noticed a small wound upon the first finger of his left hand, and thoroughly cauterized it upon arriving at his office. But on the seventh day pain developed in the wound and rapidly spread up the forearm, following the course of the radial nerve. As the disease progressed the pain became intolerable; his eyes were extremely irritable, with dimness of vision; his hair seemed to stand erect; a current of fresh air prolonged the paroxysms; there were constant nausea and tightening of the throat, with excessive salivation and incessant expectation; he had a horror of water, and a constant longing to run and bite.

Here the Doctor tells his own story: "For some time past I had been persuaded that a vapor bath was able to prevent, but not to cure, hydrophobia. My thought being occupied closely with death, I sought that which was the most prompt and least painful. Being the proprietor of a bath establishment, I resolved to die in a vapor bath (commonly called Russian). I took a Reaumur thermometer in my hands, fearing that the heat desired might be refused me, * * * and at 42 degrees R. (127 degrees F.) I was cured. I confess that at first I refused to believe in a cure which partook of the nature of a miracle. After the bath, I dined and drank with ease, and went to bed and slept well. From that day to this I have felt no sort of pain or uneasiness."

If the vapor bath is a sure cure for hydrophobia after the paroxysms have set in, it is a grand remedy; but it can scarcely be claimed to have been established just yet. If Pasteur has discovered a preventive, and Buisson has stumbled on a cure, so much the better. There can not be too many safeguards against so terrible a disease, but there is no credit to be gained by seeking to depreciate the labors of Pasteur. It should be borne in mind that his experiments have excited the anger of the sentimental persons who bitterly oppose the inoculation with hydrophobia of a rabbit or guinea pig in order that a remedy may be found to save the lives of human beings. The Buisson story is a century old, and it does not appear to have exerted much effect on medical practice in cases of hydrophobia. Vapor baths are only mentioned along with other palliatives. Since profuse and prolonged perspiration may be efficacious in relieving congestion and eliminating poisons from the blood, the vapor-bath idea should be thoroughly investigated, for it is of the highest importance that reliable cures for hydrophobia may be secured.

TOO SHORTSIGHTED.

With no desire to be constantly harping on the same old string, the Tradesman, if it is to be true to its constituency, is obliged to call attention again and again to a defective commercial practice which is altogether too prevalent in the circles of the trader and the manufacturer. Long ago this periodical called attention to the fact that a portion of England's decline in trade is due to the determination of the manufacturer to dictate to the customer in regard to his wants and wishes. It is "the man on the ground" who knows what he needs and when that need has been expressed it is the task of the trade caterer to supply it if he can, and to come near to it if he can't.

A recent instance will serve as an illustration: A certain South American firm wanted a certain article. It made its wants known. The English manufacturer, true to the English policy, and true to his conviction that his establishment knows best what the customer wants and needs, instead of allowing the customer to settle the question, proceeded to educate him up to the English idea. As a natural result the customer "didn't educate worth a cent." He politely but firmly averred that his intimate knowledge of his business made him the better judge of the article called for. If the firm could supply the demand well and good; if not a plain statement to that effect was all that was necessary. In due time the reply came—the order remained unfilled.

It has been easy for the American to criticize sharply the attitude of the Englishman. Such a course is simply suicidal. England, in her long career of commercial supremacy, has forgotten that there is such a thing as growth and improvement outside of her own counting-house and workshop. In the attempt to keep up with the times she does not take into account the important fact that the world's times are not necessarily, now, England's times, and that, while once Great Britain's opinion remained unquestioned, it is now not only questioned but looked upon as a subject of indifference. It is a matter for England to deplore; but she has only herself to thank for it.

For the American reaching these complacent conclusions it is somewhat startling to hear that these same charges are laid at the door of the American manufacturer. The trouble is, says the would-be customer of the United States, that I find it impossible to get there exactly what I want. The reputation of ingenuity and invention which the Great Republic enjoys leads one to infer that these qualities will secure the exact article called for. The reverse is too liable to be true. There is more than a strong tendency to insist that the article on hand is the article best adapted to the purpose; and the order remains unfilled.

The Tradesman has only to repeat what it has strenuously insisted on before in these columns: Other things being equal, the man giving the order is supposed to know what he wants. That being stated, the manufacturer's duty is to satisfy that want. For the time being he is the specialist; and he shows himself to be exactly that when he furnishes on demand the peculiar wants of his customer wherever he may be. That the United States has long been considered the land of the specialist in matters pertaining to mechanical ingenuity is generally conceded. It is not a wholesome condition of things

when this characteristic is called in question; and it is to be hoped that American enterprise will not impede its own progress by the same shortsighted agency which has hastened Great Britain's commercial decline.

The greed of the Maine fisherman has ruined the lobster-fishing industry on that coast. Ten years ago an experienced Machias bay lobster trapper with twenty traps could take from the water 200 lobsters per day, which were sold for 5 cents each, the fisherman realizing a cash sale equal to \$10 for his day's work. Under these conditions this class of laborers along the shore prospered, their homes were kept in good repair and they were solvent in all business transactions. This, however, did not satisfy; the twenty trap system was increased to fifty, and in some cases to one hundred; the old sail smacks were put aside, and the improved steam-well smacks took their places. The increase in the catch was so enormous that the lobster could not mature sufficient to hold its own. Legislation prohibiting the taking of lobsters under a certain measurement was obtained, but the large lobster over ten inches is left unprotected by the law, and the scarcity of this particular kind of shell fish has increased the value until the present prices which the smacks are offering the trap owners are ranging from 20 cents to 27 cents apiece. Notwithstanding this high price, the fishermen are unable to exist upon the products of this branch of business alone, and it is believed that only a close season for a term of years will make the industry profitable again.

If anyone has any doubts as to what unionism really means, all he has to do is to peruse the reports of the street car strike in Cleveland, where unionism is seen in all its glory. Murder, incendiarism, intimidation and boycotting are rampant—and the union leaders smile at the havoc they have wrought and the lives they have sacrificed on the altar of unionism. And yet decent people pat the monster on the back and speak honeyed words to the cohorts of organized labor, apparently forgetting that they are thus encouraging the universal reign of incendiarism and murder which the union leaders so fondly predict!

The Danish parliament is discussing a law for the better protection of the property of married women in case of the husband's failure in business. The property of a married couple is to be classified as follows: (1) Property of the husband; (2) property of the wife; (3) common property under administration of the husband, consisting of the earnings of the husband; (4) common property under the administration of the wife, consisting of earnings of the wife; (5) common property under administration of the husband, with special consent of the wife.

Formerly the West depended on the East for money. At present the West is supplying the East with money, Chicago and St. Paul making offerings of currency to New York. In explanation it is said: "It has been paid into the banks in clearance of mortgages, and the surplus is such that the normal and conservative needs of the community do not call for the money."

The lily is the symbol of purity—not so much because it is pure, but because it can not be adulterated.

PROBLEMS OF TAXATION.

The late David A. Wells, who was one of the most distinguished political economists this country has produced, was engaged at the time of his death, some months ago, in writing for the Popular Science Monthly a series of papers on taxation. These articles are continued in the August number of that magazine, in which he treats the subject of the best methods of taxation.

In the course of his essay he takes up the subject of taxing inheritances. It is well known that the tax assessor experiences the greatest difficulty in finding personal property upon which to raise public revenue. It is known that the greatest of the American capitalists whose wealth, chiefly invested in personalities and estimated at tens and even hundreds of millions of dollars, figure on the assessors' books for only a few hundred thousands. The only time that their personal property can be found is when they die, and their estates are settled up.

This fact was shown in France, where to-day personal property furnishes the greatest part of the national revenues; whereas, before inheritances were taxed, it afforded but the smallest part. The assessed value of property in France for purposes of taxation is about one thousand million dollars, of which rather more than half is personal property. Land has always been taxed, because it was easy to find, and in many cases it has borne an undue share of the public burdens.

The productive value of land may be increased by improvement or special cultivation, but the quantity can never be increased, and should population leave a particular locality, as has often been the case with worked-out mining districts, the land would lose its value, while the personal wealth could be moved away and belittled or not at all decreased in value. Personal property constitutes the active capital with which all business is carried on, all luxuries are obtained and the promotion of the arts and of civilization consummated. Without such wealth, man would not be above the condition of a savage, since he has the natural produce of the land, such as the wild game he kills and the wild plants he gathers, for his subsistence. Laboring not at all, the savage accumulates no personal property beyond his weapons and such clothing as he wears, and mayhap some horses and personal ornaments.

Personal estate, while it is the most distinguishing feature of wealth and indicates the position of its owners in the scale of civilization, is the most difficult to lay hands on for the purposes of public revenue. European countries have long ago adopted the method of ascertaining the amounts of estates when settled up at the death of the owner, and in that way the track of personal wealth is better kept than in any other, since it is only when the estate of a decedent passes under the judgment of a court that its value can be ascertained.

A few years ago a tax on inheritances was found only in these nine States of the Union: Pennsylvania, Maryland, Delaware, New York, West Virginia, Connecticut, Massachusetts, Tennessee and New Jersey. During the first half of 1893, Ohio, Maine, California and Michigan were added to the list, although the Michigan law was afterward annulled because of an unusual provision in the State constitution which was not complied with. In 1894 Louisiana

revived her former tax on foreign heirs. Minnesota adopted a constitutional amendment permitting a progressive inheritance tax, and Ohio added to her collateral inheritance tax a progressive tax on direct successions. In 1895 progressive inheritance taxes were adopted in Illinois and Missouri, and an old proportional tax was revived in Virginia; and Iowa adopted in part the inheritance tax recommendation of her revenue commission.

The most difficult problem in taxation is to levy it upon an equal and uniform basis. In many cases the personal estate is not found, while as to landed property, to repeat the language of a legislative report on the taxing methods in use in New Jersey: "More than four hundred separate assessors and boards of assessors determine the taxable values upon no uniform system and in defiance of law and the constitution. In practice they value real estate all the way from twenty-five to seventy-five per cent. of its true value, depending on its location, income, etc., and their personal or political prejudices, and value different contiguous areas at different valuations, although of equal values really; and as to personal property, I regret to say, they appear to make no earnest or honest effort to reach it anywhere, except in the agricultural districts, and even then very imperfectly."

The equalization of taxation presents an insurmountable difficulty, so far. It is really one of the most important problems of political economy to equalize taxation.

THE FREER USE OF GOLD.

One of the most interesting features of the financial situation in this country is the great increase in our stock of gold. A few years ago there was fear that our gold supply would run abnormally low, whereas now the stock of gold is superabundant, exceeding that held by any other country. So plentiful has the yellow metal become that the Government is doing all in its power to augment its use.

While our stock of gold exceeds that of other countries, it nevertheless plays a smaller part in the circulation than is the case elsewhere. The most advanced nations of Europe have a larger ratio of gold to the entire body of the circulation than that which obtains in the United States. While the stock of gold in the United States constitutes 50.03 per cent. of the circulation, the percentage in France is 59.82, that in Great Britain 65.2 per cent. and that in Germany 65.96 per cent. These comparisons show that the margin for the increased use of gold is larger in the United States than in either of the three leading nations of Western Europe.

This large supply of gold has induced some influential financiers to advocate the more general use of gold in ordinary business. Owing to its weight, the liability to loss by abrasion and the possibility of coins being mistaken for coins of similar sizes in baser metals, gold has grown into disfavor except on the Pacific coast. There, however, it is used in preference to currency, so that it is fair to assume that habit, quite as much as any other cause, is responsible for its use or disuse. In European countries gold enters to a very large extent into the general circulation, and its use is facilitated by the absence of bills of small denomination. Gold is cleaner than paper, is less liable to destruction, and has other advantages. There is certainly no good reason why it should not be more extensively used.

CHINA AND JAPAN.

For some time past there has been talk of a rapprochement of the two Oriental empires which, but a few years ago, were engaged in a struggle which has come very close to disintegrating one of them. There has been a mutual exchange of courtesies between the Emperor of Japan and the Emperor of China, each conferring upon the other the highest order of their respective countries.

The amenities thus indulged in have led to attempts to negotiate a treaty of friendship and alliance, and recently a Japanese admiral has visited Peking with a large retinue of officers, and it is understood that negotiations are in progress looking to a better understanding between the two empires. It is believed to be China's wish to secure the aid of Japan against the aggressions of European powers, and for that purpose it is proposed to use Japanese army officers as drill masters for Chinese troops. It is also reported that Japan is willing to return to China the ships captured during the recent war, provided China makes an effort to rehabilitate her navy under Japanese initiative and according to Japanese ideas.

An alliance between China and Japan, which would enable the Japanese, with their wonderful enterprise, to arouse the dormant energies of the people of China, might be of great significance to the Western powers. There is ample evidence to show that Chinamen make good soldiers, as well as good sailors, when properly instructed and well officered. With such limitless material in the way of soldiers, and with their admitted ability as organizers and disciplinarians it would not take the Japanese long to raise a formidable fighting force in China, while China's money resources would greatly aid Japan in providing a considerable Chinese fleet, which would in reality be but an auxiliary to the Japanese navy.

It is certainly no love for China that is actuating so far-seeing and practical a power as Japan. The Japanese realize that, sooner or later, they will be compelled to cross swords with Russia over the possession of Corea. In that event, China would be of great assistance as an ally, as she could furnish money and an unlimited supply of men. The maneuvering of Japan in this matter will certainly bear watching.

Prescott, the capital of Arizona, boasts that it is the nearest approach to the New Jerusalem, as described in the Bible, as its streets are paved with gold. The granite used for pavement contains \$4 in gold and 20 cents in silver to every ton, so that in time, when less expensive methods of reducing ore are used, it may pay the city to tear up and crush its street pavement.

Evidently the aluminium industry is expanding at an enormous rate, as the largest manufacturers in America, the Pittsburgh Reduction Company, are getting out plans for a \$3,000,000 plant to be erected in Canada. This plant, which will be the third, is to be erected near the Shawinigan Falls, the other two factories being at Kensington, Pa., and Niagara Falls.

Philadelphia has suffered greater loss from fires in the first half of this year than in an equal time in any previous year since the organization of the present fire department twenty-eight years ago. There were 1,476 fires, and the total loss much exceeded \$1,500,000.

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."

Advertising that pays

We will prepare a series of four advertisements for any local retailer for \$2.50—just half our usual price.

This offer only applies to orders received from new customers during the month of August.

We're willing to lose money for a month in order to get acquainted with you.

Send for our booklet—free.

Robt. N. Shaw Advertising Agency
Grand Rapids Mich.

CHANGED HIS TACTICS.

How the Drummer's Wife Got Her Vacation.

Written for the TRADESMAN.

"I don't expect any vacation. I couldn't have one if I wanted it and if I could I wouldn't take it. The weather is too hot. I shall probably carry out my regular yearly plan: After the children go to their grandfather's and John gets off on the only two weeks he has during the year, I'm going to shut the blinds and fasten the gate to keep out the tramps and just rest."

"Aren't you going to get lonesome? Two days would finish me, and after having so many to do for I should think you'd find resting as hard to get along with as your regular housework."

"I'll take my chances. I don't see so very much of the children, now they're grown older, and John never's at home. Traveling men see little of their families and home gets to be merely a place to eat and sleep in. So I'll shut the doors and windows after they have all gone, and wake up in September time enough to have breakfast ready when they all get home."

It was said with a cheery laugh, but Mrs. Kincaid's caller went away feeling glad that she wasn't Mrs. John Kincaid; and Mr. John Kincaid, who was lying in the hammock under the curtain of Virginia creeper, didn't feel sleepy any longer and wondered what the dickens there was about that Miss Philander that he always had disliked. From that he fell to wondering what there was in what Julia had said that made him uneasy. It all seemed to center around that idea that home was only a restaurant and that he was never at home at any other time.

That nettled him and with a mental "Well!" he started off with a lot of reasons to prove to himself that he wasn't to blame. When he got through he was worse off, if anything, than when he began. That set him going in another direction: When was it that Julia had had a vacation—a real, right-up-and-down vacation—anyway? Kate was fifteen, and the summer before she was born—Thunder! that woman hadn't been anywhere for sixteen years and he—well, one thing and another—he wasn't to blame; but, Jimminy! he didn't think it was so long as that. And he was going away on Monday just as he had for the last fifteen years and leave her to look out for herself.

He looked through the window into the parlor where her caller had left her. She sat by the bay window, her hands in her lap, her head resting against the

high back of the rocker. How tired she looked. How worn out she looked. How pale she was and as he watched her she seemed to be looking off through the years. He wondered how far back. Then a tear stole, unchecked, down the cheek that used to look, in its wholesome sweetness, just like the peaches that hung rich and ripe in the orchard at home. A heavy sigh reached him, and then the sense of his own thoughtlessness and selfishness came to him with overwhelming force.

Going off on his vacation on Monday, was he? Would have a high old time, wouldn't he, to come back rested and strengthened for another year? A hundred and fifty dollars would go to the winds to help on his good time, while Julia, whom he had vowed to stand by through thick and thin, was resting and getting back her strength at home. And that sort of thing had gone on for fifteen years! How she must love him by this time, and how she must like to lie awake nights and think of him while he was off having his good time. No wonder that Miss Philander acted as if she was glad she wasn't his wife—and it wouldn't be any wonder if Julia was sorry she was! It must be a nice thing to be married to that sort of a chump! What a pleasant thing, for instance, it must be to go out into the kitchen and stand over a hot stove for an hour or so and get a good dinner for a man who was going to leave her for a good time the minute the Lord would let him!

"Well, I must get dinner if it is enough to roast the life out of me in that hot kitchen," said the patient little woman to herself as she came back from the revelry in which her caller had left her.

"Julie!"

She hadn't been called by that pet name in years. It was the old home-name and above all John's. What could it mean?

"Julie! Come out here. I've a notion this hammock is just big enough for two. It seems to sag to one side with only one in it. Let's see if that isn't what's the matter. Come on."

"Out here on the veranda? What are you thinking about? Besides, I must go out and get dinner."

"No, you mustn't, either. That's what I want to tell you about. Get in here. The vines are thick enough to hide us, and if they are not, what of it? There! that's just the thing. I'd like to know who has a better right to this hammock than the owners, and if the people in the street or behind the blinds over the way see anything they haven't seen before, who cares? They

ought to have seen it long ago. How's that?"

"John, don't! The idea of kissing me out here! I'm ashamed of you. Let me go—what'll folks think?"

"We don't care what they think. Sit still now, while I tell you something. I don't want to have a fire made up to heat the house and we're going to have dinner at the Metropole. So sit still until it's time to get ready and enjoy yourself and me."

"Oh, I can't, John. I haven't anything fit to wear to a public place like that."

"Nothing to wear! Didn't I give you some money for spring repairs?"

"Yes, but Katie wanted this and that and she needed them more than I here at home."

"I see. So you spent all your money on the children. All right; they are fitted out for the summer. Now let's see what can be done for you. On with your bonnet. I saw a 'perfectly lovely' white suit in Field & Fletcher's as I came by. I think it'll fit you to a T and I am absolutely astonished at the remarkably low price marked on it. Come on; there's time enough for you to buy it and get into it before dinner."

Then he gave her a little hug—which she liked—and a good old-fashioned kiss—which she liked better—and they slipped out of the hammock into a street car and in less time than it takes to say it she had the white pique, which fitted her perfectly. Then she remembered John's liking for red, and stepped into a milliner's for a certain shade of cherry, which she saw in the window, for a tie. While the woman (excuse me—saleslady) was measuring off the ribbon she kept looking first at Mrs. Kincaid and then at a certain pretty bonnet there was in the window and when the ribbon was wrapped up she said, "I've a love of a bonnet that I believe was made for you—I wish you would try it on."

"Oh, I don't—"

"Yes, you do. This is the one, isn't it?" and John pointed out, strange to say, the very one. "That's all right, Julie. Don't take it off. Send home the old one." He saw the price mark, gave the shop woman the amount and whisked the little woman into the street before she had a chance to protest further.

The white pique reached home first and it wasn't a great while after that Mr. and Mrs. John Kincaid took possession of a table in a certain cosy corner of the dining room at the Metropole; and it won't harm anybody if the reader is informed right here that the white dress and the becoming little bonnet and

the cherry tie excited the admiration of that whole roomful of diners, and when Kincaid looked at the happy face opposite him he didn't see how it could well be otherwise. Anyway, he couldn't help feeling glad, with that commonplace Miss Philander, that she wasn't his wife.

When the dinner was over it was just the time for a car-ride. Kincaid lighted a cigar, took his wife on his arm and, finding one of the back seats unoccupied, they were soon flying along through the moonlight, with his arm—well, anyway it was on the back of the seat when they started. After a while everybody got out; and then he told her that what vacation he had she was to have, too. He was going up into the mountains on Monday. If she liked it up there they'd stay; if not they'd go somewhere else. If she wanted more spending money she should have it; and he thought it would seem a little like old times, when they were beginning housekeeping, for instance—how the pale face brightened at that!—to go looking around for things together.

They did. They were together all summer. They came and they went. The mountains saw them and rejoiced. The valleys were glad at their coming, the hills clapped their hands and the sea, who had not seen her for sixteen years and had missed her, came rushing up the sands to greet her and fairly kissed her feet! It was a good time from first to last, and when the vacation was over and John Kincaid went back to his work they hardly knew him. When the children came home, they didn't find the faded-out little mother they had left; and that night, when the time came for them to go to bed, young Jack patted his mother's cheek as he kissed her, and said, "You're enough sight prettier than Freck Winton's mother, Mamma."

Jack wasn't the only one who noticed the change. The neighbors saw it, and commented on it; and Miss Philander came and saw and went away, and Mrs. Kincaid, in telling her husband about it, couldn't help saying that that woman didn't seem to have the pity in her tone she had once. John laughed and replied, "That's all right, Julie; I don't like that woman any better than I ever did, but I'm afraid if it hadn't been for her I should have had my vacation alone, and you, in Jack's eyes, wouldn't be 'enough sight prettier than Freck Winton's mother!'"

RICHARD MALCOLM STRONG.

It isn't always to a man's credit to stop drinking—sometimes it is to his lack of credit.

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.

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

AND

GORMAN, ECKERT & CO.

Plaintiffs.

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-ments on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communi-cations being treated in the strictest confidence.

Fruits and Produce.

Observations by a Gotham Egg Man.

During daily talks with egg receivers one hears various views expressed as to questions of general interest and concern. Lately I have heard more or less discussion of the recently adopted egg rules and some of the trade seem inclined to charge them with about half of all the ills which the egg market has recently fallen heir to. Some say the new rules are "too stringent" and that it is "simply impossible to get any considerable quantity of stock good enough to meet the requirements of the higher gradings. Marks of eggs, they say, coming from Northern sections, and from shippers who have always heretofore sent goods which could be relied upon as "firsts," are now graded as "seconds" by the inspectors and can not be safely offered under the call. One or two have spoken of the "absurdity" of turning a line of fine goods out of the grade of firsts simply because the cases did not have "flats" over the top or under the bottom layers. All of these fastidious requirements, it is claimed by some, raise the bidding prices for firsts and tend to establish the egg market on a higher basis nominally than the real condition and quality of the stock arriving justifies.

* * *

It may be interesting to examine some of these complaints more closely and try to find how much truth and how much error is in them. In the first place an examination of the new egg rules will show that the requirements for "fresh gathered firsts" are no more stringent than they are under the old rules so far as the quality of the eggs is concerned; the only difference is that in packing firsts it is necessary to put flats over the top and under the bottom layers. This kind of packing has been advised by egg receivers for years and is necessary to first-class condition; the requirement is so easily complied with that it would seem perfectly reasonable to insist upon it. However, the rule does not specify what the flats shall be made of and it may be hyper-critical on the part of inspectors to turn stock down because the flats are not made of cardboard if the paper used is strong enough to answer the purpose. There would therefore seem to be no reason why qualities that passed as firsts under the old rules should not pass as such now, provided the reasonable requirements of proper packing are complied with. If there is any stock now being turned down which would have passed in former seasons it must then be because of a difference in the standard of judgment adopted by the inspectors. Necessarily any practical rules adopted at present must leave a good deal to the discretion of the inspector. The egg committee have endeavored to prescribe just what kind of eggs shall be considered as loss and half loss, but the determination of these defects before the candle must be left to the inspector. Also the requirements as to size and cleanness must be judged by the inspector's eye and here is a chance for considerable variation of judgment. The general testimony of the trade leads to the belief that in these matters where the judgment of inspectors alone determines whether the eggs shall pass as firsts or not, the basis adopted by our present inspector is more fastidious than that of his predecessor, and that it takes larger eggs to be "of good aver-

age size" and cleaner eggs to be "reasonably clean" now than it did formerly. Undoubtedly it is perfectly right to hold all inspections rigidly to the requirements of the rules in all clearly defined points, such as the manner of packing and the proportion of "perfectly fresh, reasonably full, strong, sweet eggs." But in matters of mere judgment—as where a reasonable doubt comes in as to whether an egg is to go in one class or another, or whether the goods do or do not meet the requirements as to size and cleanness—it would seem that under conditions like the present, when the difficulties of securing passable stock are great, the benefit of the doubt should be given in favor of the eggs being inspected. This is especially reasonable now when we have a grade still higher than firsts to meet the requirements of the most fastidious class of trade.

* * *

The new grade of "extra" seems to have satisfied its purpose as well as could be expected during the first season of its use. Some object to it because it induces a quotation for exceptional quality and this, they claim, is misleading to shippers. Others, again, who do not receive any such goods swear by all that's good that no one else gets them and that the whole thing—grade, mark sale, price and quotation—is a humbug from start to finish. The fact of the case is simply this: Out of last week's receipts of about 55,000 cases of eggs, probably about 4,000 cases were selected so closely and showed such fine quality as to meet with prompt sale at 15¢@15½¢ at mark in spite of urgent offerings of average fine eggs at 15¢ loss off, and an average net value for the general receipts of scarcely more than 12¢ or 12½¢ on a case count basis. These 4,000 cases were not inspected and it is impossible to say whether or not the inspector would have graded them as extras; so far as the loss was concerned they fully met the requirements, the losses ranging from 6 eggs to 10 or 12 eggs to the case under the buyer's own judgment. Now if these fancy eggs, although comparatively few in quantity, were to be continually ignored in making quotations for our egg market, there would be little prospect of encouraging the packing of such goods. And the need of such eggs is evidenced by the ease and promptness with which they have sold during a time when the general egg market was as deep in the dumps as it is often found. The quotation for them at their full actual selling value is necessary to a truthful picture of our market and so long as the required quality is clearly described in the quotations there is no reason why it should mislead any one into the belief that such figures represented our market for usual offerings.

* * *

On the whole, we believe the new egg rules, although they may be further improved upon by some minor alterations, are fit to do business under intelligently twelve months in the year; but, of course, like any other rules of a similar character, they must be interpreted judiciously by the inspectors and used with reasonable amount of common sense.—N. Y. Produce Review.

Only the Beginning of Trouble.

"It isn't my wife's new spring clothes that worry me."

"Well, what is it?"

"As soon as she gets all toggled out now she wants her photograph taken."

Why Don't You Ask

Us what to do with your Peaches, Pears, Plums, Apples, Huckleberries, etc.?

Strange & Nokes,

Wholesale Fruits,
Cleveland, Ohio.

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.

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.

BEANS—If you have Beans you wish to sell before new crop is ready, send us samples, quantity, price. Will try trade.

FIELD SEEDS—Can fill your orders promptly at right prices.

LEMONS—We are making low prices on Extra Choice fruit. Send us your orders.

MOSELEY BROS., 26 to 32 Ottawa St.,
GRAND RAPIDS, MICHIGAN.

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

Producing Hybrid Oranges.

It has been asserted on good authority that nine-tenths of the flowers which are exhibited at horticultural shows are the results of modification by the gardener's art and not purely natural growths. The improvement of flowers has been largely effected by crossing different varieties, so that deficiencies in one may be made good by the virtues of another. The first intentional venture in hybridizing flowers was with the sweet William and carnation pink.

The same principle has been extensively utilized by breeders of horses, pigeons and other animals, and also with cereals. A grain having a good berry but a poor stalk has been combined with one that developed fine straw but yielded an insignificant kernel. Thus a grain which excelled both in stalk and kernel was secured.

At the International Conference on Hybridization in London the other day an interesting report was presented by Herbert J. Webber, of the United States Department of Agriculture, on efforts to protect the orange industry of the Gulf States. Every few years a cold wave would sweep through that region and almost entirely ruin the orange crop. The trees did not seem to be hardy enough to survive such an ordeal. The authorities at Washington, therefore, had been studying how to obtain trees that possessed greater hardiness, and at the same time produced a delicious fruit.

According to Mr. Webber they attempted to cross the sweet orange with the Japanese orange or citrus trifoliata. The latter plant thrives as far north as New York, and is used as a hedge plant. The fruit is bitter and resinous, and hence unfit for use. The experiment has already gone so far that a hybrid has been obtained which is much harder than the sweet orange. Unfortunately the lecturer neglected to say anything as to the flavor of the fruit. Another venture in this direction is a combination of the sweet orange with the tangerine. The object sought is the association of a skin which may be readily removed with the delicious flavor of a typical Florida orange. Many persons like the tangerine fully as well as the Florida orange; but they are the exception, not the rule.

Crossing sea island cotton with upland cotton, a combination of one species of pineapple with another, and hybridizing maize with the Mexican grass, the osintha, supposed to be the progenitor of maize, are among the other schemes to which attention has been given by the Department of Agriculture.

Supply of Eggs Not Equal to the Demand.

From the New York Commercial.

While the demand for eggs is constantly increasing the supply shows a disappointing decrease. The speculative element in the market is in consequence expecting higher prices, while the trade in general is only striving to keep up its supply.

Last year's receipts on the New York markets were over 90,000,000 dozen, but the receipts for the first six months of this year show a decided falling off.

New York is the largest egg market in the world, and last year handled over \$18,000,000 worth of eggs, figured at the average retail price of 20 cents.

The calico print interests use, it is roughly estimated, over 40,000,000 dozen eggs annually, while the coffee roasters, the photographic trades, the cracker and biscuit combines, and the chemical trades consume twice as many. In fact, the grocer is to-day compelled to compete in the general market against buyers from a dozen manufacturing interests. The leather and leather product trades are also extensive users of eggs for tanning and refining purposes, as are also the several patent food concerns. Wine and liquor jobbers find the egg indispensable in "finishing," and, in fact, when all the other interests have been supplied the grocer is indeed fortunate if he gets what he needs.

England last year imported over \$20,000,000 worth of eggs, but the

American egg had hardly any representation in these millions of cases. French, German and especially Canadian eggs reached the English market to the exclusion of the American article. This is principally due, say the leading dealers, to the fact that under the present tariff Canada, being unable to ship eggs into this country, sends them to Europe. Under these conditions, even if the American supply were in great excess of the demand, which it has never been, competition with Canada would be out of the question.

"It may not be generally known," said Mr. Martin, of G. W. Martin & Bros., "but the volume of the egg business in this country is larger than many of the supposed great businesses. The profit is much smaller, with the transactions quicker, but in the aggregate the egg business is one of the most important and extensive in the country. Eighteen millions of dollars' worth of eggs were handled in this city alone last year, while Chicago, St. Louis and the other markets together would probably more than double this figure. The manufacturing interests, of course, have had a great effect upon the market, but the demand from the table is growing heavier every day. The farmers are learning this and chicken raising, which a few years ago was practically neglected, is now becoming as much of an industry as hay or wheat raising, and much more profitable.

"The National Biscuit Co. buys 4,000 dozen eggs a week, or 16,000 dozen a month, while the innumerable smaller and independent concerns buy as much more—all in the local market. Outside of New York, these and similar interests are also heavy buyers, as in the instance of the calico print trades, which buy from five million to eight million dozen eggs a year on this market. Statistics show that these trades use over 40,000,000 dozen annually, buying mostly in the New England markets. Dye manufacturers are also extensive buyers of eggs, as are the confectioners and bakers. The commercial uses of the egg are numerous, and in a dozen trades it is found absolutely indispensable."

"The egg is a much more important factor of commerce than most people believe," said Supt. F. W. Henry, of the Mercantile Exchange, to a reporter for the Commercial. "In only one instance have I noticed that a substitute for the egg has been found, and that is in the manufacture of photographic paper, where collodion and gelatine are now being used, which are just as satisfactory and much cheaper. In the other trades, however, the egg is still a factor, and an important one at that."

An Interesting Experiment in Egg-Keeping.

An interesting experiment in egg storage has just been tried in Scotland. A batch of 50,000 Scottish, Irish and Danish eggs sealed up in patent storage apparatus was examined four months afterward, only a small proportion of the eggs being found unfit for use. The secret of the method is to keep the eggs cool, to allow free access of air around each egg, to keep them upright in position, and to turn them periodically so that the yolk of the egg is constantly embedded in the albumen. These desiderata are brought about by placing the eggs in frames which, by the action of a lever, can be inclined in different directions as needed. In this way 23,000 eggs can be turned over in half a minute without risk of breakage. Testimonials are at hand from reliable sources showing that eggs so treated will remain perfectly fresh and good for at least five or six months.

How to Explain the Mystery.

"It's a mystery to me how Nocoin lives."
"Would you really like to know?"
"Yes, I would."
"Open a grocery store in the neighborhood."

It is far better to have one hand on a postoffice than both eyes on a foreign mission.

TIMOTHY

We are direct receivers and recleaners of Western grown Timothy. If you do not receive our regular quotations write to-day. Best grades and lowest prices.

ALFRED J. BROWN SEED CO.,
24 AND 26 N. DIV. ST., GRAND RAPIDS, MICH.

Samples sent on application without charge.

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.

J. W. LANSING, WHOLESALE DEALER IN BUTTER AND EGGS BUFFALO, N. Y.

I want your shipments of eggs. Our market is as high as any, with good demand for the time of year. We are also short of Dairy Butter; in fact, the market is almost bare of that class of stock and all shipments sell on arrival. The same with cooking butter; it is bringing better prices than ever before. Send me your shipments, for I can do you good.

REFERENCES:

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

Dun or Bradstreet.
Michigan Tradesman.

WORLD'S BEST

S.C.W.

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

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

Shoes and Leather

How a Courteous Shoe Salesman Won a Customer.

Written for the TRADESMAN.

We were going down Sixteenth street together and the other fellow was freeing his mind about the average clerk: "They are all built on the same plan," said he. "This one goes around with his nose in the air and looks haughtily over his collar at the customer who presumes to stop on the other side of his counter with the air of one 'an' who should say, 'Well, hurry up, my man, what is it?' Another vulgarly cuts his finger nails while you are waiting with impatience to be off. A third, with a condescension as contemptible as it is uncalled for, tells you in an undertone, 'You don't want what you ask for, but here is the latest thing if you want to be well dressed!' They don't get any kid-glove handling from me, confound 'em! Ever get anything at March-bank's? I went in there a week ago. That blamed Hoch der Kaiser went right on with the pretty little tune he was whistling under his breath and looked through me outdoors, or somewhere opposite him, without a word. 'Well, sonny,' said I, 'get a move on you and show me some shirts and neckties.' He yawned, tapped his front teeth with his thumb nail a minute or so and then pulled down from the shelf a shirt box and one of collars. I glanced at 'em and then looked at him. Pretty soon he got tired looking through the door and looked at me as much as to say, 'Well, do you want 'em or don't you?' By that time there was but one thing for me to say and I said it, the d—d chump! Then he went to work and showed me what I wanted. After I'd paid the bill I said, 'Young fellow, I don't know who you are, but if you were my clerk I'd get rid of you before you'd ruined what little trade I had left,' and stalked out of the store. That's one kind. The others, in their way, are just as bad; but, between you and me and the hitching post, if there is any one of them worse than the fellow found behind the haberdasher's counter it will be the clerk in the shoe store. In the first place, I can't understand how a man, young or old, born in this country, can come down to putting on and taking off other people's shoes. The only way I can account for it is that he has been born an underling and is content to be one."

"Oh, well," I said, "each one to his taste. There isn't, probably, any love lost. None of these chaps have any over-fondness for pencil-pushers; but aren't you coming down rather heavily on the man in the shoe store? Ever been into Bayard & Voze's? There's a boy in there who hasn't any nonsense about him. Let's go there and see what he's made of. Do you not want something in that line? Let's make believe we do anyway, so you can have a whack at him. I've heard so much about your tomahawking these offenders when you get on your war paint that I'd really like to hear and see some of it. Here's Bayard & Voze's now—come on in and get a pair of shoestrings."

We went in. As luck would have it, Brainard, the boy we had been talking about, came forward to wait on us. He's a fine specimen of young manhood, something under six feet in his stockings, broad-chested, well-muscled, and well dressed, without a snobbish mark about him anywhere. His face

did the business, so open it is and so handsome; and his earnest, hearty, good-natured manner as he stood waiting to know what we wanted made the interview as pleasant as it was unexpected. A shoestring bargain isn't apt to create a great deal of enthusiasm, the profits not figuring largely in the day's sales when, as now, it is generally given away; but there was no sudden fall in the physiognomy when the strings were called for.

"All right," said the cheery voice; "take this seat, right here, sir, and I'll have them for you in a jiffy."

"Oh, I'll put 'em in," protested the customer.

"It'll take but a minute. 'Strings put in while you wait,' you know! Excuse my looking at your shoe—not large for a man of your size. You are lucky to get such a fit as that and I think that kind of leather makes the best kind of a shoe. It's light, easy to the foot and doesn't fluff off. Yes"—the task was done and the shapely hand smoothed the restored shoe with something like a caress—"that's a good-fitting shoe and your foot looks well in it. When those strings wear out come in and let me put in another pair. That's all right—strings don't cost anything—and you needn't be afraid of coming in too often. Good morning."

We walked as far as the drug store on the corner. "Come in here," said Mr. Other. Fellow, "and take a phosphate, you grinning old duffer! I wouldn't care if you didn't act so like agony when you get the laugh on me."

Silence was commendable until I had secured the phosphate and, under the circumstances, even then I was disposed to be kind.

"Well," was the remark after we had left the drug store, "all I've got to say is that that young fellow has gained another customer, one that will cling to him as long as he remains in this town."

"M-hm," I said a little later, "I thought when I saw him pat that foot of yours and heard him say what he did that he understood his business;" and then that railer against clerks, and shoe clerks in particular, called me a "duffer" again, preceded by a forceful adjective which does not look well in black and white.

RICHARD MALCOM STRONG.

The Boy Who Didn't.

"Please, sir," said the office boy, "may I get away this afternoon?"

"What's wrong?" asked the great financier; "is your grandmother dead?"

Little Willie had been taught that honesty was always the best policy. He was a good boy. He never sneaked stamps from his employer, and he never threw the pretty typewriter into fits by whispering to her that he had just seen a mouse scot under her desk. Being a truthful boy, little Willie replied:

"No, sir, I ain't got no grandmother, but the club that's in first place is goin' to play here to-day, and I'd like to see the game."

The old gentleman stared at him helplessly for a moment, and then drew from his pocket \$2, which he handed to the boy.

Ah, reader, you have already guessed that the great man felt in duty bound to encourage such frankness—but wait.

"Here," said Henry Hardrocks, "here's your week's wages. Don't come back any more. A boy that can't get up even a poor excuse on such an occasion as the present one would never amount to anything in this business."

Thus do we learn that in being its own reward virtue continues to have few competitors.

GET THE BEST



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

HIRTH, KRAUSE & CO., Grand Rapids

Staple Shoes

The day is gone by when shoe-styles changed every few weeks. The lines we handle now are as staple as

sugar. If the right kind of goods at the right prices count for anything, we're dead certain to get your order this fall.

Don't forget us on rubbers.

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.



....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.

MISSED THE TRAIN.

How the Tempter Came to the Lady Clerk.

She—You have often seen her standing behind the counter of our large store, young, pretty, large pathetic eyes, with a patient although tired expression as she calmly submits to the humors of the many patrons, and glad when the hands of the big clock point to the hour for closing. After a long walk she reaches home, to be met by a number of small brothers and sisters, all clamoring and chiding her for delaying dinner. After dinner she endeavors to amuse them with some story of the day's happenings until, tired out, she goes to her scantily-furnished and sometimes cold room, hastily jumps into bed and is soon in slumber, only to be awakened in the morning by that oft-heard warning, "Hurry up, or you'll be late at the store." And so she lives day after day, her ambition and her brightness being crushed out in the race for the pittance to help those at home.

He—You all know him. Handsome, rich, careless, generous—not a bad fellow, his male friends say; in fact, not as bad as most men, for he is more honest. He vows he never accepts anything serious, lives with one object in life, and that to gratify his whims, and hopes in that he is affording pleasure to others; if not, he does not think enough about it to let it disturb his easy temperament. And so he lives, day by day.

They—Well, they met—perhaps by accident, perhaps design, who knows? They attended places of amusement, they dined, he taught her the brighter view of things and gave her an insight into the other side of life; and when her friends remonstrated with her and told her he was not considered parti proper she became indignant. Why not? His manner was extremely courteous, his deportment exceptional. Never had he said or acted that which could have been construed as the least suggestive. So, when a holiday came and he invited her to go on an excursion to an adjoining city, she saw no reason to refuse. They drove, they dined, they saw the sights, and when they decided to return—well, they had missed the train. He laughingly regarded it as a joke; but she, realizing her position, burst into tears, and when he assured her that there was no reason for alarm, as he would telegraph her folks, and take her to some friend's to spend the evening, she could offer no objection. When their carriage stopped he hastily ran up the steps of a handsome residence, and, after a few minutes' converse with some one, returned with the cheery "Everything's O. K." and bade her come in. At the door they were met by a young woman, evidently a maid, and, after entering, he explained that his friends were out of town, but Marie would look after her comfort until morning; then he would call and take her home. Before she could reply he wished her pleasant dreams and a good night, and was gone. Stunned and bewildered, she followed the maid to a room. Carefully she was disrobed, and with intimations to ring should she desire anything, she was left alone—alone, and in a room such as she had often dreamed of, surrounded with all the comforts and arts that are accumulated only by those of wealth and refinement. Tired and wondering, she threw herself upon the bed (oh, so soft it seemed to her) and fell asleep. In the morning she was awakened by the sweet caroling of two

canaries hung in an alcove and half hidden by choice ferns and flowers. Breathing the fragrance and dreamily listening to the music, she lay, until interrupted by the maid, who assisted in her toilet and served a dainty breakfast. Then—he came, the same laughing, careless manner, and when she questioned him as to the whereabouts of his friends he evaded it with enquiries about her comfort. When she persisted and asked whose room she occupied he looked at her and slowly answered, "Yours, as—long—as—you—wish." For a moment she gazed at him blankly. When the truth dawned upon her she burst into tears—tears of indignation and humiliation. He stood calmly by, no word or action betraying the feelings he felt at her distress, and when she demanded to be taken home he simply said, "Come." In silence they sat in the train, and when he purchased magazines and proffered them to her she turned her head and gazed vacantly through the window. At last they reached the door of her home. She sighed, and turned toward him in a manner suggesting dismissal. He looked at her steadily, took her hand, pressed it tenderly, bowed his head and whispered, "When you decide, write."

That night as she slept a smile was on her lips, for she dreamed—dreamed of downy beds and rooms all trimmed in white and gold; dreamed of sweet singing birds and scented flowers; dreamed of dainty meals, with maids in attendance. But when she awoke her smile faded, and as her gaze wandered around her cheerless room, finally resting on the frost-covered windows, she drew the spread more closely around her and sobbed, again to hear the old call, "Hurry up, or you will be late at the store."

One morning, carelessly opening the many invitations, he started as he nervously opened one that bore no crest or fancy seal. Perusing the contents, a tender look came into his eyes, and for a moment he seemed to be undecided; then, resuming his same careless manner, he ordered his carriage and was speedily driven away.

Some time after, the butler, in arranging the room, picked up an envelope, and as he turned to lay it upon the table he slowly read the imprint of our large store.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

CHECK PERFORATOR



Protect Your Checks. Perforates any part of the check, top, bottom or center, and fills perforations with Acid Proof Ink. Positive protection. Full nickel. Price \$5. Sent on ten days' approval, or delivered free for cash.

SCHOOL & OFFICE SUPPLY CO. Jobbers in Stationery and School Supplies Grand Rapids, Michigan.

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.

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.

MUCH BETTER THAN

CITY GAS

and much cheaper. Merchants and residents in the smaller towns and farmers, students and teachers can save their eyes and their money by using

The Sunlight Gas Lamp



PAT'D MAY 10, 1899.

One quart of gasoline makes a 100 candle-power light burn from 15 to 20 hours.

Don't be fooled by fancy fixtures made to look at by daylight, that are difficult to light and won't hold the light and are never ready when you need them. We have the parent patent; imitations are sincere testimonials.

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 St., Grand Rapids.

ABOUT ADVERTISING.

One Merchant's Ideas About How to Do It.

Written for the TRADESMAN.

I went into a friend's store not long ago and found him busy preparing advertising copy for the morning papers.

"You think it pays?" I asked.

"It's just like everything else," was the reply. "It pays if attended to properly. Nothing pays if half done. Look here, for instance," he added producing a stack of carefully prepared copy, type-written and underscored as to display lines, "I've been a week at this, and it has cost me double in time the sum I have to pay for the space in the newspapers."

"How long will it run?" I asked, admiring the skill with which the matter had been prepared.

"Only once," was the reply. "I take a page in each of the city papers, and advertise the sale to begin on Monday. I never run the same advertisement twice, for I take a space large enough to attract the attention of the readers."

"You quote prices, of course?" I asked.

"It wouldn't be much good without the prices," was the laughing reply. "Prices bring people here. These advertisements will fill the store to the front doors for a week, if the stock holds out. You see, I never have fake sales, and when the people read my announcements they understand that I mean business. But it is a lot of work," he added, wearily.

"But this is Wednesday," I suggested. "Why do you advertise the sale so far ahead?"

"To give those who read the advertisements a chance to tell those who do not," was the reply. "What would you think of a circus manager who advertised his show only the day before the performance? You'd regard him as incompetent, wouldn't you? More than half the people would never hear of the show until after it had left town. It is just the same in advertising a dry goods sale. Of course, I run locals in all the papers during the sale, but the big announcement comes first to attract attention by the prices and set folks to talking."

I saw the point and said so.

"When I bought in here," continued the merchant, "my partner attended to the advertising, and as he didn't seem to make a success of it, I began to watch him and study his method. One morning I came down and found him looking as sour as a dish of pickles."

"What's wrong?" I asked.

"Why," he said, "I've been making the newspapers a present of more money. See here, I advertised these dress goods at about half price in all the evening and morning papers. I took a notion to see how it would come out and got here early. Well, there hasn't been a single call for the goods that it cost us fifty dollars to advertise—not a single call. I guess I'll ring off on this newspaper advertising for a time."

"I looked at my watch and it was just 10 o'clock. It was annoying, of course, but it was funny, too, and I just sat down and laughed. My partner tossed his head and looked uglier than ever."

"I don't see anything to laugh at," he said. "Fifty dollars don't grow on every bush."

"How long does this sale continue?" I asked as soon as I could get my face straight.

"Only to-day," replied the old innocent. "I thought one day would close them out."

"Well," I said, "late in the afternoon you may expect a few sales of the stuff advertised, and all the rest of the week you'll be having trouble with people who will demand the goods at the sale price, declaring that they didn't see the advertisement, but just heard about it. You can't expect folks to jump up from the breakfast table with the newspaper in one hand and their money in the other and rush down here to buy goods. You must give them time. And then not one out of ten of the people who take the city papers read the advertisements. But the one out of ten, the ten out of a hundred, the hundred out of a thousand—these are the folks who make advertising pay, for they spread the news, and show the papers to their neighbors, and come here and look the advertised goods over and go away and talk about it. It takes time for the news of a sale to get around; you must always consider that."

"He was angry at me for a time, but he advertised the goods again, and got rid of them. The next week, during the dull season, the advertising manager of one of the city papers came in with a proposition that looked reasonable. He had lots of space at his disposal, and was willing to make a big cut in rates and 'sample copy' the town. I suggested to my partner that it might prove a good thing, and he went to work on the copy for a page advertisement. He said nothing to me about it and I let him go ahead in his own way."

"The next morning, when I read the announcement in the paper I nearly dropped dead. What had the old innocent done, right in the middle of August, but advertise a lot of out-of-style winter cloaks! In a day or two I asked him how the sale was getting along and he made a wry face and said he hadn't sold a cloak, although the reduction was a big one. I asked him what his idea was in advertising winter cloaks in August and he said he wanted to get them out of the way for the winter stock. I ventured the assertion that we wouldn't sell a dozen cloaks, and we didn't, although a good many people looked the stock over."

"Now, if he had advertised seasonable goods, he might have filled the store with new customers. But winter cloaks! Out-of-date winter cloaks, too! That was too much! But it is a mistake lots of merchants make. They want to get rid of the goods, and they get an idea into their heads that people will buy if they put the price low enough. The trouble with this reasoning is right here: People who have money do not buy out of season, because they want to keep up with the styles, while those who are sometimes obliged to buy out-of-date articles never have the money to buy with until the necessity for the article is great, then they scrimp in some other quarter and buy. I have known dry goods men to advertise fur collars in May, six months before they could be worn! I am never afraid of such competitors."

"And such men always blame the newspapers," I suggested.

"Of course they do," was the reply. "Why, I've known merchants to instruct their clerks to ask every customer buying advertised goods which paper they saw the advertisement in. Of course, most of them replied that they hadn't read it in any paper, but had 'just heard about it.' Nine times out of ten such people learn of sales from friends who read advertisements or from others who have been in some way attracted to the store by advertising. Still there is a lot of money thrown away in newspaper advertising, and no one knows better than I do, but honest merchants and honest newspaper men can

always do business together with mutual profit, provided the former prepares his matter properly and the latter keeps faith in the matter of circulation."

The merchant who spoke is a successful one and there must be something practical in his conclusions.

ALFRED B. TOZER.

AMERICAN CARBIDE CO., Ltd.

Jobbers of

Calcium Carbide

and all kinds of

Acetylene Gas Burners

Distributing agents for The Electro Lamp Co.'s especially prepared Carbide for bicycle and portable lamps, in 1, 2 and 3 pound cans.

Orders promptly filled.

Jackson, Michigan.

Economy



System

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

The Egly Autographic Register Systems,

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

L. A. ELY, Sales Agent, Alma, Mich.
Local Salesman: S. K. BOLLES, 39 Monroe Street, 3rd Floor.

Here It Is!

The Holmes Generator



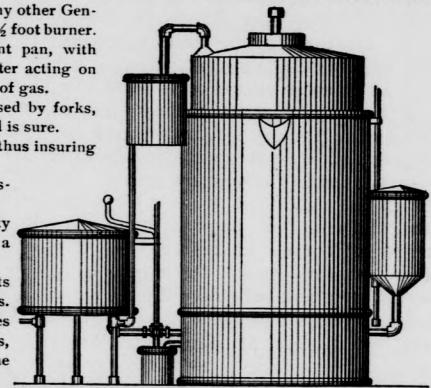
Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

The Best of Reasons why you should be prejudiced in favor of

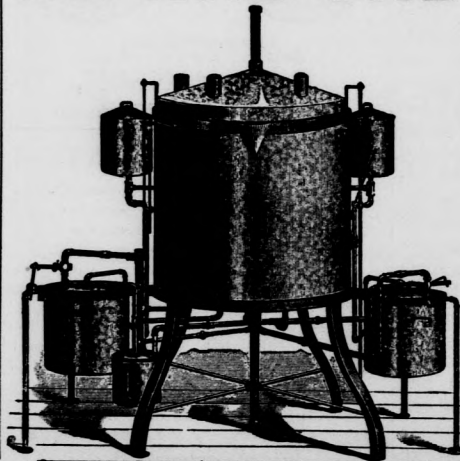
THE BRUCE GENERATOR

1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to 1/2 foot burner.
2. Our carbide container is a compartment pan, with pockets holding from 1 to 3 lbs. each, the water acting on but one at a time, thus no heating or wasting of gas.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.



American Carbide Co., Jackson, Agents for Michigan.
Office and Factory, 183 to 187 West 3d Street, St. Paul, Minn.

WE ARE THE PEOPLE



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

TURNER GENERATOR

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

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

State rights for sale.

Commercial Travelers

Michigan Knights of the Grip.

President, CHAS. L. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association.

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEER, Jackson.

Grand Rapids Council No. 131.

Senior Counselor, D. E. KRYES, 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. WILSON, Marquette.

Gripsack Brigade.

J. H. Russell (Jackson Corset Co.) has been making rapid trips around the State—not on "whaleback," but with the "Fanback."

The American Jewelry Co.'s four traveling salesmen—Wm. B. Collins, W. F. Wurzburg, Edward Emmer and John Simpson—started out on their fall crusade Monday, covering Michigan and portions of Ohio, Indiana and Wisconsin.

Wm. Connor leaves Thursday for Rochester, where he will be the guest of Michael Kolb & Son from August 5 to 15, inclusive. Any of his customers who may wish to communicate with him in the meantime should address him at Rochester, in care of his house. Mr. Connor is now on his nineteenth year with Kolb & Son and the friendship which has existed between him and his employers appears to strengthen as the years go on.

Papers have been signed providing for a matched game of baseball between the Grand Rapids Traveling Men's Baseball Club and a picked nine from the local Elks' lodge at Recreation Park Saturday afternoon. Admission will be free and no charge will be made for reserved seats. Geo. Rysdale will act as manager and Will Pipp as captain. It is expected that the record made in the Kalamazoo games—two consecutive victories—will be augmented by a third victory.

"While I was in Toledo the other day," said a fat drummer who enjoys a wide reputation for truth and veracity, "I saw a most ingenious contrivance put to very practical use. I had repaired to the sidewalk in front of the hotel after supper, but found the usual curbstone chairs almost untenable on account of the ferocious, man-eating mosquitoes. Everybody was slapping and swearing, myself among the number, when out walked a tall, cool looking gentleman wearing a linen suit and a straw hat with a wide, stiff brim. He took off the hat and reached into the crown and extracted a mosquito net made on the principle of a very ample Mother Hubbard wrapper without sleeves. It was attached at the top to a steel hoop about the diameter of the hat. He slipped this hoop over the crown and the netting fell down all around, like a small balloon. All he had then to do was to insert himself at the bottom and put the hat on his head. The broad brim kept the bar away from his face, and as he took a chair and

gathered the bottom fullness around his legs I noticed that he wore a pair of bicycle guards on his trousers. In other words, he was armed cap-a-pie, and when he calmly lighted a cigar and crossed his hands on his abdomen I was lost in admiration. He told us he had been using the device for a couple of years, and found it invaluable. The hoop held it securely inside his hat when not in service, and as the whole thing weighed only a few ounces, it was no trouble to carry. On the railway trains, out driving, and loafing around hotels and depots, he declared it was worth its weight in diamonds. I asked him whether he wasn't afraid of setting himself on fire, and he explained that the netting was non-inflammable. As I understood him, it had been treated with some sort of a solution of potash."

New Orleans Times-Democrat: "Have you heard of the new automatic drummer?" said a Louisville traveling man, as he joined the group in front of one of the hotels last night. "No? Well, it's a great scheme. You see, the trusts have made brains absolutely useless in certain lines of business, and when a merchant has to buy at one place or go without an idiot can take his order just as well as a man of superior intelligence like myself. So to cut down expense some genius has gotten up this automaton. It is made of papier-mache, and represents a drummer sitting on a sample trunk. The whole thing is about eight inches high and is boxed up and sent to the retail merchants by express. When it arrives the business man sets it on his desk, touches a spring, which releases a phonographic cylinder inside the trunk and the drummer begins to talk. 'Good day, sir,' he says; 'the following are our list prices on so and so,' and with that the machine reels off the latest quotations of whatever trust it happens to represent. At the other end of the trunk is a hole connecting with a receiving cylinder, and the merchant speaks his order into it. 'Thank you,' says the manikin, when he gets through. 'I will now tell you two comic stories and sing you a selection from the latest opera.' If the merchant doesn't care for that part of it, all he has to do is to turn a switch. Then he returns the automaton to its box and expresses it back to the house. There the order record is taken out, a fresh one put in and the machine sent to another customer. It's a wonderful device, and its advantages over a live drummer are too numerous to mention. It doesn't eat anything, it has no hotel bills, it runs up no expense account, and never draws on the house. Then, again, think of the enormous saving in railroad fares! I look to see the day when the patent automatic salesman will run every one of you fellows out of the business."

"I don't pretend to understand this big trust problem," said a traveling man at the Morton House last evening, "and what's more, I believe that there are mighty few people who do. But there is one thing I know to be a fact from personal observation and that is that trusts are death on drummers. It has always been claimed, you know, that a strictly competent man in any line isn't hurt by these big combines, but on the contrary is generally benefited. It's the riffraff, they say, who lose their jobs when great enterprises get together, but the highly skilled employes profit by the change. That isn't true as far as drummers are concerned. It's really just the reverse. In the old

days of open competition it needed high-class men to sell goods—men of brains, men of tact, men of character, who could command trade by personal influence. For twenty-five years the standard of the profession kept steadily rising. All of you know that to be true. When I first went on the road, drumming was pretty nearly disreputable. A drummer in those days didn't stand much better than a race tout, but competition gradually weeded out the toughs and the chumps, and when the trust wave set in a couple of years ago, you couldn't find a better or brainier class of men on earth. Now, what has been the result? Have the high salaried experts held their jobs? Not a bit of it. The moment competition ceased to exist there was no longer any reason for keeping them. When a manufacturer had twenty rivals he had to have first-class salesmen to place his goods; when the twenty firms got together, all that was needed was a boy to write down the orders. That's the whole thing in a nutshell. Trusts are death on drummers, and they are wiping out the best ones first. Brains are no longer essential to the business. Any fellow who can read and write can represent a trust on the road. If things keep on, the craft of which we have been so proud, and which we have worked so hard to make honorable and dignified, will cease entirely to exist. I don't advance this as an argument; it may be all for the best. But I don't want any apologist for monopolies to tell me that competent employes are never harmed by trusts."

The Commercial Traveler.

He's a bluff and hearty fellow,
With an eye
Like a hawk.
Never shy;
Be he fair or dark or yellow,
Be he sober, tipsy, mellow,
He's a bluff and hearty fellow
Who can talk.

You will meet him in your travels
On the trains
Any day;
He has brains—
And he neither halts nor cavils,
But your secret he unravels,
If you meet him in your travels,
Right away.

"Are you out for work or pleasure?
What's your line?"
He will quiz;
"Rags is mine!"
And he'll tap a trunk with measure
Something less than Barnum's treasure,
Poor old jumbo—"Out for pleasure
Or for biz?"

"Join me? Bah! an imitation!
Nothing straight
Nowadays.
Going? Wait—
Got a game? A beastly station,
Dullest place in all creation—
Ha! this wine's an imitation;
What's the raise?"

He has but an hour to do it—
Nods and winks,
Feigns to doze,
Frequent drinks;
But who plays with him will rue it,
For their last poor lingering sou it
Slides to him—an hour to do it,
Then he goes.

Never misses train or steamer—
Leal and true,
Strong and bold,
Out of view;
Plays all parts, from tough to dreamer,
And in every part's a screamer,
Never misses train or steamer,
Not for gold.

CHARLES EUGENE BANKS.

Will Fight Department Stores.

Retail dealers in dry goods and small wares in Boston and suburbs are quietly organizing to make an effort, through legislative enactment, to limit the scope of operation of the department stores. Legal talent has been engaged and a bill is now being framed which will aim to restrict further growth of the big stores. The advocates of the measure claim there is such legislation in foreign countries, notably in France.

A Horse on Mr. Mest.

Hastings, Aug. 1.—About the best laugh I ever had was to-day at Nashville. Walter Mest (Dow, Snell & Co., Toledo) says it was the scare of his life. While Walter was showing up some good points in his line to Mr. Shaw, at Frank McDermby's grocery, Mr. McDermby's little boy brought his pony into the store. Walter was so earnest in his talk that he did not see the little Shetland until it was at his side, when he happened to glance over his shoulder. In a second Mr. Mest was upon the counter, uttering a good sized yell as he went sailing through the air. Many of the boys will wonder at the Treasurer of the U. C. T. showing a white feather—at so small a horse, at least.

Synonymous Terms.

The West Side mother whose boy is the proud possessor of a young goat was dining out.

"Dear me!" she said, as a familiar sound came to her ears from somewhere out of doors, "whose kid is that?"

After a horrified silence, the dignified hostess replied that it was one of those noisy children living next door.

All unconsciously, however, the West Side mother has acquired a reputation for slanginess she will never be able to live down.

Calmness Needed.

Doctor—I am glad to find you so much better than you were a month ago. All you need to do now is to brace your system against a recurrence of the old trouble.

Former Patient—I think I am sufficiently braced, doctor, to withstand a considerable shock. How much is your bill?

Distinctiveness.

Seek after distinctiveness in your advertisements. Is there not some new feature or characteristic of your business which a clever illustration will bring out in a forcible manner? Study your subject from your customers' point of view. Study how it would fit into their needs.

Women's Shoes May Advance.

Manufacturers of women's shoes in New England are holding a meeting in Boston this afternoon to consider the advisability of an advance in prices. Competition is so keen in New England that the outcome of the meeting is in doubt.

Can't Afford It.

"Maria, do you feel any symptoms of your regular annual attack of hay fever yet?"

"Not yet."

"Well, you'd better not have it this year at all. I've lost too much money on wheat."

The Attractive Widow.

"When you talk like that, Mr. Goodketch, you remind me so much of my first husband!"

"Of your first husband, Mrs. Bucksome? Have you been married twice?"

"N—not yet."

The Prussian government is about to start sewing schools for the peasants, not the fancy needle-work school familiar in America, but glove sewing schools. It appears that while nearly \$1,000,000 worth of gloves are made in Breslau each year the gloves have to be sent to Austria and Belgium to be sewed, the German girls never having acquired the knack.

REMODELED HOTEL BUTLER

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

Taggart, Knappen & Denison, PATENT ATTORNEYS

811-817 Mich. Trust Bldg., - Grand Rapids

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
Geo. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902
WIRT P. DOTY, Detroit - Dec. 31, 1903

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

Examination Sessions.

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

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
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KNOWN HIS BUSINESS.

The Druggist Who Had a Head on Him.

M. Quad in American Druggist.

There were three drug stores in Jackson, and Jackson had about 7,000 inhabitants. There was a good deal about the town and more about the stores which might be called slow and old-fashioned. In addition to drugs and fancy articles, each store dealt in outside goods. One was half grocery; another had boots and shoes; the third sold agricultural implements and Cincinnati carriages and its proprietor was also interested in a springbed and a patent churn. If any man had declared his belief that a straight-out drug store would pay expenses he would have been called a fool in answer. Things had been going on in this mixed-up way for many years when a stranger appeared in town and began loafing around the drug stores. Some said he was an agent for a guano factory and was wanting one of the stores to handle his stuff; others that he had invented a lightning pile-driver and Druggist Taylor was going to handle it in connection with tooth-brushes, castor oil and fly-paper; others yet that he was trying to get Druggist White to open a coal, wood, insurance and real estate office as a combination which couldn't be beat. The stranger was a curiosity and gossip, and most of the gossippers whittled away at pine shingles and decided that he didn't amount to no great shakes. The only citizen who sized him up correctly was Uncle Eben Schemerhorn. He took his time about it and chewed up half a plug of tobacco before he said:

"Wall, boys, I ain't givin' no opinion as to how 'taters will pan out this fall, but as to that stranger, he's got a head on him. Yes, sir-e-e, you can see that he's got a head on him."

"Of course he's got a head on him, but what of it?" asked one of his hearers.

"Never you mind—never you mind!" replied Uncle Eben as he winked his left eye and nodded his head in a knowing way. "When the band begins to play and the Bengal tiger to roar you jest remember that I said that feller had a head on him."

After a few days the band struck up. That is, the stranger bought out Druggist White. The roar of the "Bengal" followed. That is, Mr. Harper, the new man, decided to get rid of grindstones, corn-shellers, patent churns, groceries, confectionery and top-buggies and run a drug store. He was called a fool by some and a lunatic by others, and the rest of the town predicted that he would go to the wall inside of three months. Again Uncle Eben chewed tobacco and whittled a shingle as he said:

"Boys, I ain't sayin' whether it will be a good year fur coons or not, but don't you make no mistake on Harper. He's a man with a head on him."

Mr. Harper visited all the business houses and assured their proprietors that he didn't propose to carry any of their lines. That announcement appealed to their selfish interests and he made a score of friends at once. He brought on his family and divided his custom evenly around in the matter of groceries, meats and dry goods. That increased his list of friends. Then he changed the interior of his store all over, put in a display window and a soda fountain,

and was ready for business. Business came, but not with a rush. People wanted to "wait and see." The other druggists were aroused and meant to hang onto their customers. Mr. Harper might be all right, but he was cutting a wide swath for Jackson. At that time I was an apprentice in the office of the Weekly Herald. There was an opposition weekly called the Banner, but no daily. One day Mr. Harper came into the Herald office and had a confidential chat with the editor. When he left us it was to go over to the Banner and have another confidential chat. Uncle Eben knew nothing about these visits, but a day or two later when someone remarked to him that his druggist with a head wasn't taking in a barrel of money per day, the old man bit off a fresh hunk of his plug and replied:

"Don't you worry your gizzard about that new feller. I was in his store last night after some sulphur, and I saw sunthin' in his eye which told me that there was a hen on."

The "hen" betrayed herself when the next issue of the Herald appeared. In a double-headed article nearly two columns long it "went for" the new druggist in savage style. It purported to give his history for several years past, and about the pleasantest thing it said of him was that he was an escaped convict. That article was written by Mr. Harper himself and he paid \$10 for its publication. You may believe the town was excited. That excitement was added to three days later when the druggist sued the Herald for half a million dollars' damages. It got still another boost when the Banner came out with a two-column article and denied each and every charge published in the Herald. It did more. It boldly announced that the editor of the Herald had spent a year in an Ohio jail for stealing two hogs. It gave the weight, color and value of the hogs, and the dimensions of the cell occupied by the editorial thief. The Herald at once sued the Banner for \$200,000 damages. It did more. It came out in a three-column article and gave a history of the editor of the Banner from the time he was foaled. It was good reading matter, and Captain Kidd wasn't in it by comparison. It naturally followed that the Banner wanted \$400,000 damages from the Herald, and by this time the "Bengal" was roaring to beat a cyclone.

"Boys," said Uncle Eben as he sharpened his knife on his bootleg and spat at the nose of a dog ten feet away, "I don't claim to be no authority on bob-tailed foxes, but I do know a man with a head on when I see him. Didn't I tell you that druggist feller had a head?"

"But he'll be driven out of town or arrested and jailed," protested one of the crowd.

"Mebbe he will," said Uncle Eben, as he winked his eye six times and nodded his head at every wink. "Yes, mebbe you are right, but look out for the roar of the Bengal jest the same."

There were a thousand people at Jackson who said that Mr. Harper ought to be arrested, and wondered why it wasn't done, but at the same time at least half of them sneaked into his store to get a look at him and bought more or less. There was another thousand who said he wouldn't have dared sue the Herald if he had been guilty, and that they wouldn't condemn him unheard. Most of these people dropped in to let him know how they felt and they took away more or less goods. The Herald not only returned to its attack in its next issue, but bore down with increased spite. It went so far as to hint of murder. There was a second suit for damages, and again the Banner came out as champion and walloped the Herald. Two more suits were filed, and it was announced that each editor had determined to shoot the other on sight. Detectives came from half a dozen cities to look Mr. Harper over, but all went away with their tongues in their cheeks. Men were sent on from two State prisons to identify him as an escaped prisoner, but it was remarked that they looked silly after a call at his store. Reporters also came from some of the big city

dailies, but never a note did they jot down in their books.

When the excitement had continued for four weeks three clergymen, two physicians and the Mayor of the town agreed to act as a committee to investigate and report. They ascertained that the Herald had been deceived. Thereupon the Herald came out with an ample apology. They brought the two editors together, and after an awful struggle they agreed not to shoot each other. They brought the two editors and the druggist together, and it was agreed to drop all suits for damages. Then the committee prepared and signed a statement to be published in both papers, and the druggist bought 5,000 copies of each and mailed them broadcast over the town and county. In the same issue he had a full-page advertisement and the thing was done. Bless you, my children, but there was only one drug store in Jackson after that. Farmers would drive twelve miles to buy salts at Harper's and the townspeople kept his fingers sore making change. He was made chief of the fire department, elected alderman of his ward, taken into lodges and societies and elected a trustee of the leading church, and when he died, fifteen years later, he was one of the richest men in town. Only four or five of us knew the true inwardness of the affair. Uncle Eben wasn't one of the "ring," and yet he chewed away at his plug, whittled away at his shingle, and with many sagacious nods of his head he said to his crowd: "I ain't predictin' 'bout the weather next winter, nor the grasshoppers next summer, but I'm sorter givin' yu a hint that we've got a drug store man in this town with a head on him!"

Two Chapters From a Drug Clerk's Diary.

CHAPTER I.

Speaking of the life of a drug clerk, it is most anything but pleasant at times, and what the people think of them is hard to tell. Most people think they can make the drug clerk believe almost anything. Here is a couple of chapters from a drug clerk's life: It was in the early part of the summer that two neatly dressed young ladies entered a certain drug store. One of them, a red headed girl, approached the clerk and, unwrapping a bottle of patent medicine, asked him if he would exchange it for a bottle of hair dye, saying that she had purchased the medicine there a couple of days before. The clerk examined the bottle and saw that the cost mark was not that of his store. The lady, however, insisted that she bought it there, even after he had spent about fifteen minutes in trying to explain the matter and three or four customers were anxiously waiting their turn. The ladies went out very angry, saying they would not trade at a store where they would not exchange goods. (But they did.)

CHAPTER II.

The following winter, on a very cold night, the drug clerk, by some mistake, happened to get a night off. He and a friend had been invited to spend the evening with two sisters they had met the day before. The evening passed pleasantly, but one of the ladies acted rather nervous during the whole evening. Finally at last she asked the drug clerk if he had ever seen her before. He looked at her and said he did not remember ever having seen her until the day before. "Well," she said, "I am very glad to meet you, as I wish to

make a confession." He began to wonder if it was love at first sight or a proposal. Continuing, she said, "Do you remember last summer when I came to your store and tried to induce you to exchange a bottle of patent medicine for a bottle of hair dye?" He looked at her and then at my friend because he did not know what was coming next. He thought he was dead sure. He then recognized her, but her hair was black as jet. "I did not get the medicine at your store at all. One day my sister and I went shopping and she wanted the medicine. I wanted the dye. However, she purchased the medicine at another store, and as we came out we had a dispute about it and I wanted her to take the medicine back, but she would not, so we proposed to go to your store and say we had purchased it there and ask you to exchange it for the dye. Our attempt was fruitless, and we had to keep the medicine."

She did not say whether she got the hair dye or not, but one look satisfied our curiosity.

FRED A. CASTENHOLZ.

The Drug Market.

Opium—Is weak and lower.
Morphine—Is unchanged.
Quinine—P. & W., N. Y. and foreign brands are now the same price.
Cocoa Butter—Has advanced, on account of higher prices abroad.
Santonine—On account of reports of small crop of worm seed, has been advanced.

Essential Oils—Anise continues very firm. Cassia has also advanced, on account of higher foreign markets. Clove is firm and has been advanced.

Seeds—Canary continues to advance under reports of small crop. Russian hemp, on account of scarcity, is also higher.

Linseed Oil—Is dull and lower.

\$12.15 to Pittsburg and Return.

On August 1 to 5 inclusive the Michigan Central will sell tickets to Pittsburg and return, on account of the Young People's Christian Union, at the above rate. Return limit August 15, with privilege of extension until August 31 on payment of 50 cents. Phone 606.

W. C. BLAKE, Ticket Agent.

"Wait for Me."

Wait for me, I'm coming on,
With the drugs and med-e-son,
Goods and prices always right,
Orders taken day or night.

Wait for me, I'm coming sure,
My peptonic, always pure,
All cathartics guaranteed—
More you take the greater speed.
C. W. HURD.

It is seldom difficult to appear natural when you have an ax to grind.

YARNALL INSTITUTE

NORTHVILLE, MICH.

FOR THE
CURE OF

Alcoholism or Drunkenness

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

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

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

Advanced—
Declined—

Morpha, S.P. & W.....	2	20	2	45	Sinapis.....		②	18	Linseed, pure raw..	36	39
Morpha, S.N.Y.Q.&G.					Sinapis, opto.....		③	30	Linseed, boiled.....	37	40
Moschu, Canad.....	2	100	2	45	Snuff, Macabocq, De		②	34	Neatsfoot, winterstr	65	70
Myristica, No. 1.....	65	②	30		Snuff, Scoton, DeVos		②	34	Spirits Turpentinee..	48	55
Nux Vomica.....po.20			②	10	Soda Boras, po.....	9	②	11			
Os Sepia.....	12	②	20		Soda et Potass Tart.	26	②	28			
Pepsin Saac, H. & P.					Soda, Carb.....	1½	②	2			
P. Co.....			②	1 00	Soda, Bi-Carb.....	3	②	5			
Piclis Liq. N.N.¼ gal.					Soda, Ash.....	3¾	②	4			
doz.....			②	2 00	Soda, Sulphas.....						
Pisls Liq., quarts.....			②	1 00	Sps. Cologne.....	8					
Pisls Liq., pint.....			②	50	Sps. Ether Co.....	50	②	65			
Pil Hydrarg., po. 80			②	18	Spt. Myrcia Dom.....		②	9 00	Vermillion, Prime		
Piper Nigra.....po. 22			②	30	Spts. Vinl Rect. bbl		②		American.....	130	15
Piper Alba.....po. 35			②	30	Spts. Vinl Rect. ½ bbl		②		Vermilion, English....	70	75
Pilx Burgun.....			②	7	Spts. Vinl Rect. 10gal		②		Green, Paris.....	134	174
Plumbi Acet.....	10	②	12		Spts. Vinl Rect. 5gal		②		Green, Peninsular.....	130	16
Pulsiv Ipecac et Opi 1	10	②	120						Lead, white.....	5½	6½
Pyrethrum, boxes H.									Lead, white.....	5½	6½
& P. C. Do., doz.....	②	1	25		Stychnia, Crystal.....	1	20	① 35	Whiting, white Span		70
Pyrethrum, pv.....	25	②	30		Sulphur, Subl.....	2¾	②	4	Whiting, gliders.....	②	30
Quercus.....	8	②	10		Sulphur, Roll.....	2½	②	3¾	White, Paris Amer.....	②	1 00
Quinia, S.P. & W.....	32	②	41		Tamarinds.....	8	②	10	Whiting, Paris Eng.....	cliff	1 10
Quinia, S. German.....	34	②	44		Terebenth Venice.....	28	②	30	Universal Prepared.....	1 00	② 15
Quinia, N.Y.....	39	②	44		Theobroma.....	48	②	48			
Rubia Tinctorum.....	12	②	14		Vanilla.....	9 00	②	15 00			
Saccharum Lactis pv	12	②	20		Zinc Sulph.....	7	②	8			
Salacin.....	3 00	②	3 10								
Sanguis Draconis.....	40	②	50		Oils				Varnishes		
Sapo, W.....	12	②	14		Whale, winter.....	BRL	GAL.		No. 1 Turp Coach.....	1 10	② 20
Sapo, M.....	10	②	12		Lard, extra.....	70	70		Extra Turp.....	1 60	② 70
Sapo, G.....	20	②	25		Lard, No. 1.....	50	60		Coach Body.....	2 75	③ 30
Siedtl's Mixture.....	20	②	22			35	40		No. 1 Turp Furn.....	1 00	② 10
									Extra Turp Damar.....	1 55	② 10
									Jap Dryer, No.1Turp	70	75

WAIT FOR THE WINNER

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

HAZELTINE
& PERKINS
DRUG CO.,

GRAND
RAPIDS,
MICH.

SPICES.

Whole Sifted.

Allspice	10
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	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, Cochlin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

STARCH.



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

STOVE POLISH.



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

SUGAR.

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

Domino	5 75
Cut Leaf	5 88
Crushed	6 00
Powdered	5 63
XXXX Powdered	5 75
Cubes	5 75
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	7 75
Diamond Confec. A	5 50
Confec. Standard A	5 25
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	4 90
No. 5	4 88
No. 6	4 81
No. 7	4 75
No. 8	4 79
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

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	3 75

Cigars.

Clark-Jewell-Wells 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@ 70 00
Rube Bros. Co.	25@ 70 00
The Hilson Co.	3@ 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@ 25 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.	3@ 110 00
E. M. Schwarz & Co.	3@ 110 00
San Telm.	35@ 70 00
Havana Cigar Co.	18@ 35 00

VINEGAR.

Malt White Wine, 40 grain	5
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
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	35
No. 3, per gross	55

WOODENWARE.

Bushes	1 00
Bushels, 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 60
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Flare	2 25

Tubs.

24-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-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
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	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.

Saltine Wafer	5 1/2
Saltine Wafer, 1 lb. carton	5 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 Snaps	8
Graham Crackers	7 1/2
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	12 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nie Nacs	8
Orange Gems	8
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	bbls. pails
Standard H. H.	7 @ 7 1/2
Standard Twist	7 @ 7 1/2
Cut Leaf	7 1/2 @ 8
Jumbo, 32 lb	@ 8 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@ 10

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 7 1/2
Cut Leaf	@ 8 1/2
English Rock	@ 8 1/2
Kinderarten	@ 8 1/2
French Cream	@ 8 1/2
Dandy Pan	@ 9
Hand Made Cream mxd	@ 8 1/2
Nobby	@ 8 1/2

Fancy-In Bulk.

San Blas Goodies	@ 11
Lozenges, plain	@ 9
Lozenges, printed	@ 9
Choc. Drops	@ 11
Choc. Monumentals	@ 12 1/2
Gum Drops	@ 5
Moss Drops	@ 8 1/2
Sour Drops	@ 8 1/2
Imperial	@ 9 1/2
Ital. Cream Buns	35 lb pails 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	@ 65
H. M. Choc. Drops	@ 75
H. M. Choc. Lt. and	
Dk. No. 12	@ 30
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 75
Lozenges, plain	@ 55
Lozenges, printed	@ 55
Imperial	@ 55
Motatoes	@ 50
Cream Bar	@ 55
Molasses Bar	@ 55
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	
and Wafers	@ 65
String Rock	@ 60
Burnt Almonds	1 25
Wintergreen Berries	@ 55

Caramels.

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

Oranges.

Fancy Rodi's	@ 50 00
Sorrentos	@ 45 00

Lemons.

Strictly choice 300s.	@ 40 00
Strictly choice 300s.	@ 40 00
Fancy 300s	@ 40 00
Ex. Fancy 300s	@ 50 00

Bananas.

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

Foreign Dried Fruits.

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	@ 2
Naturals, in bags	@ 7

Dates.

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

Nuts.

Almonds, Tarragons	@ 16
Almonds, Ivaca	@ 14
Almonds, California	@ 15
soft shelled	@ 14
Brussels new	@ 7
Filberts	@ 10
Walnuts, Granobles	@ 13
Walnuts, Calif No. 1	@ 11
Walnuts, soft shelled	@ 11
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 7 1/2
Pecans, Ex. Large	@ 9
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 1 60
Ohio, new	@ 1 60
Cocoanuts, full sacks	@ 2 50
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	@ 5
Roasted	@ 6

Grains and Feedstuffs.

Wheat.

Old	66
New	64
Winter Wheat Flour	
Local Brands	
Patents	4 0
Second Patent	3 50
Straight	3 25
Graham	3 00
Buckwheat	3 50

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s	4 35
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/8s	4 15
Pillsbury's Best 1/16s	4 15
Pillsbury's Best 1/32s	4 15
Ball-Barnhart-Putman's Brand	
Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s	4 35
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/8s	4 15
Pillsbury's Best 1/16s	4 15
Pillsbury's Best 1/32s	4 15

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s	4 35
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/8s	4 15
Pillsbury's Best 1/16s	4 15
Pillsbury's Best 1/32s	4 15
Ball-Barnhart-Putman's Brand	



Duluth Imperial, 1/2s	4 30
Duluth Imperial, 1/4s	4 20
Duluth Imperial, 1/8s	4 10
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

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 00
Winter Wheat Bran	11 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn.

New corn, car lots	38
Less than car lots	39
Car lots	30
Carlots, clipped	32
Less than car lots	34

No. 1 Timothy carlots.

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

Fish and Oysters.

Whitefish	Per lb.
Trout	@ 9
Black Bass	@ 10
Halibut	@ 16
Ciscoes or Herring	@ 4
Bluefish	@ 11
Live Lobster	@ 18
Boiled Lobster	@ 20
Cod	@ 10
Haddock	@ 7
No. 1 Pickerel	@ 9
Pike	@ 7
Perch	@ 5
Smoked White	@ 8
Red Snapper	@ 9
Col River Salmon	@ 12
Mackerel	@ 18

Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	2 10

Oils.

Eocene	@ 11 1/2
Perfection	@ 10
XXX W. W. Mich. Hdt	@ 9 1/2
W W Michigan	@ 9 1/2
Diamond White	@ 8 1/2
D. S. Gas	@ 12 1/2
Deo. Naptha	@ 12 1/2
Cylinder	@ 29
Engine	@ 24
Black winter	@ 5

Barrels.

Eocene	@ 11 1/2
Perfection	@ 10
XXX W. W. Mich. Hdt	@ 9 1/2
W W Michigan	@ 9 1/2
Diamond White	@ 8 1/2
D. S. Gas	@ 12 1/2
Deo. Naptha	@ 12 1/2
Cylinder	@ 29
Engine	@ 24
Black winter	@ 5

Provisions.

Swift & Company quote as follows:

Barreled Pork	
Mess	10 00
Back	10 50
Clear back	10 75
Short cut	10 00

Hardware

Some Facts about the Standard Oil Company.

From the Brooklyn Eagle.

News announcement is made that the Standard Oil Company in New Jersey has consolidated into one corporation, with a capital of \$100,000,000, several other lesser corporations hitherto conducted by it, of which the separate capital just equals the one formed by their consolidation. There is no more capital in the case. There is only one corporation where there were several. The change is in the direction of simplicity and conciseness in organization and economy in management. Still not a little misrepresentation of the matter may be expected.

It is, however, of importance that whatever conclusions the people may reach concerning big corporations within the next few years should be based on facts. There has been much wild talk on the subject and there are probably more misconceptions harbored in the minds of honest men about the present industrial and commercial movement than about any other subject of like importance. One of our contemporaries prints in black faced type as the head of its editorial page the causes in which it is interested. One of them is in its own language: "Destruction of criminal trusts—no monopolization of the national resources by lawless private corporations more powerful than the people's government." The destruction or the prevention of such corporations is worthy the best endeavor of public spirited citizens. But the assumption of the men who are attacking what they call "trusts" is that every big corporation is criminal and that it is monopolizing natural resources by lawless combinations and that it is doing things which other persons may not do without making themselves criminals. The common phrase used in describing them is "grasping and grinding monopolies." The Standard Oil Company and the American Sugar Refining Company are commonly used as types of these monstrous corporations which are to be destroyed. Five years ago Henry Demarest Lloyd, of Chicago, wrote a book on the Standard Oil Company, which he called "Wealth Against Commonwealth," and which has had a wide circulation. It was described by Edward Everett Hale, who accepted its statements as true, as "the 'Uncle Tom's Cabin' of the present crisis." This book has also been called a storehouse of facts of incalculable value. Unfortunately for a correct understanding of the problem which it discusses, its statements do not always bear investigation. Yet they have been believed and quoted by men in high place as gospel truth. Now, the Eagle does not care what becomes of the Standard Oil Company. That corporation has thus far been able to take care of itself and when it needs defense before the people the time for its dissolution will have arrived. But the Eagle does care for the truth. It does believe that misconceptions based on misinformation should be corrected, so that the people may not be misled into believing that this, that or the other legal nostrum will reverse the industrial revolution now in progress or that the big corporations now in existence differ at all in kind from the little ones. The difference is in degree only, or, to put it differently, in the amount of business done. The Standard Oil Company does not have a monopoly of the oil producing or refining business in the United States any more than the American Sugar Refining Company has a monopoly of the sugar business. It is a fact ascertainable by those who choose to make an investigation that there are between sixty and seventy independent and competitive oil manufacturing concerns in the country beside the Standard. They have plants sufficient to do more than one-half of the oil business of the United States and they are doing much of it.

[The Eagle then takes up the charge that the Standard Oil Company has enjoyed discriminating freight rates, showing conclusively that the charge has no basis of truth.]

We have dealt thus extensively with this subject because of the importance of an accurate understanding of it. If we are to attack big corporations it must be for faults which have had some existence. We can not go into the "I do not like thee, Dr. Fell," business and retain our self-respect. We must have proof that a corporation has succeeded by the use of means which were not equally open to other corporations, or that it has unreasonably increased the price of a product and holds so complete a monopoly that no other corporations can enter the field, or that it is violating the laws framed for the protection of all business men before we denounce it. But when a corporation has taken advantage of the opportunities open to others and has succeeded we should not attempt to explain its success by the unsubstantiated statements at second and third hand charging an oppressive favoritism which has had no existence save in the imagination.

A Curious New Orleans Practice.

A New Orleans grocer claims that it is no uncommon thing for him to receive private instructions from the heads of families not to credit some female member of the household, and such cases, he says, are mighty ticklish to handle. As a rule, the lady in point is a good customer, and if we tell her, no matter how diplomatically, of our orders, we are almost certain to lose her future trade. Chagrin, if nothing else, will keep her out of the house, and she will go to some store that was not the scene of so mortifying an episode. If, on the other hand, we say nothing, we run the risk of losing the bill. That, however, is generally the course I pursue. I trust to luck and to her ability to wheedle the indignant gentleman into footing the account. As a rule, he is simply exasperated over some extravagance of the hour, and when he cools off there is no further trouble.

Want to Advertise Seeded Raisins.

There are remaining on the hands of the California Raisin-Growers' Association 481 ten-ton cars of last year's crop, or 9,620,000 pounds, approximating in value upwards of a quarter of a million dollars. There is a scheme on foot to pack these as seeded raisins and advertise them extensively all over the country. It is believed that if the packers of seeded raisins were to combine and raise a fund of \$4,000 or \$5,000 with which to get out little brochures and leaflets for distribution by retail grocers all over the country, and judiciously advertise the merits and qualities of this dainty adjunct to the pastry cook, there would at once be such a demand for California seeded raisins that the 1898 stock now awaiting sale would soon disappear and another 500 cars in addition.

If it wasn't for the fools in this world wise men would have to work for a living.

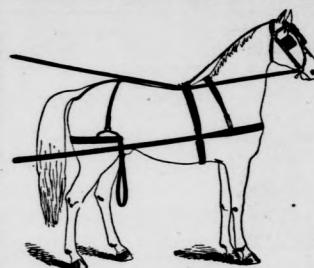
New Prices

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.



Brown & Sehler

West Bridge and Front Sts.,
Grand Rapids, Mich.

Manufacturers of Custom and Hand Made Harness for the Trade. We give the best value for the money. Order a Sample Harness and see. Jobbers in Saddlery Hardware, Horse Collars, Robes, Blankets, Whips, etc.

Send for Catalogue and Price List.



SPRAYERS

ALL KINDS

TIN AND BRASS

LOWEST PRICES

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.



We Make....

Peppermint Oil Cans

Write for Prices.

WM. BRUMMELER & SONS,

Tinware Manufacturers,

260 South Ionia St., Grand Rapids, Mich.

THE Keeley BENTON HARBOR, MICH. Alcohol and Cure Opium Using

Treated to a successful conclusion. Write us for literature and full information. Don't delay if you need this treatment.

THE KEELEY INSTITUTE
BOX 1185
BENTON HARBOR, MICH.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred Felt, Roofing Pitch. 2 and 3 ply and Torpedo Gravel Ready Roofing. Galvanized Iron Cornice. Sky Lights. Sheet Metal Workers and Contracting Roofers.

Grand Rapids, Mich.

Office, 82 Campau st.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

Getting the People

Criticises the Critic—Samples of Good Advertising.

In the issue of July 10 I used an advertisement of E. R. Welsh, of Manistee, to illustrate the injustice a business man does himself by allowing an advertisement to run more than once, and especially to let it run after its usefulness is ended. Reference to that issue will show that my remarks were hardly of such a nature as to justify the following outpouring of wrath, which Mr. Stowe laid before me the other day.

Manistee, July 22—I have received a marked copy of your valuable Tradesman. In reply will say, I had supposed until I received it that I was living in a free country, had a right to advertise or not change my advertisement when I thought proper to do so (providing I

attending to their own business. He can take this advice as he likes.

In conclusion will say, business has been one Fourth of July all the season, for which I am very thankful. I can't say too much of the man or men who has brought prosperity and honor once more to this grand country of ours. Perhaps Hamburger would like a change.

E. R. WELSH.

Mr. Welsh is quite right in his statement that this is a free country, but I would venture to remind him that it is also a land of free speech. In other words, while Mr. Welsh is privileged to make bonfires of his money in any way which pleases him, I, on my part, am privileged to call my readers' attention to the fact that he is burning his money. This department is conducted for the assistance of the readers of the Tradesman who are desirous of making their advertising pay better, and there

Santiago, there is nothing else in his letter which seems worthy of a moment's notice, except the rather startling statement that business with him has been one grand Fourth of July all the season. I don't doubt that in the least, and it seems quite possible that, with a little more of the sound business principles evidenced in his advertising, he will be able in the near future to state that the business will take a long, long holiday—a regular Fourth of July, in fact.

* * *

Evart, July 17—Noticing your invitation in the Tradesman, I am sending you under separate cover papers containing two of my advertisements.

Kindly criticise them in every way. I am seventeen years old and have been writing our advertisements for about a year. Any suggestions you may offer will be gratefully received.

EARL H. DAVIS.

Mr. Davis' advertisements read very well. They are conversational and interesting. I reproduce the matter of one of them by a photographic reduction. The arrangement and typographical appearance generally could be improved by the adoption of a style on the order of that suggested for Boosinger Brothers in a recent issue, and I would recommend that at least one price be quoted in each department. Otherwise, I can find no serious fault in Mr. Davis' work, and, considering the age of the writer, his advertisements are remarkably good, and added experience should place him well toward the front in this line.

From the Cameron Lumber Co., of Torch Lake, comes the following letter:

We enclose herewith a circular which we are mailing our customers, also running the same matter as an advertisement in our local paper. Would be pleased to have opinion from you regarding same—its faults, etc. The writer has been a reader of the Tradesman almost since its first issue, and is very much interested in your column of "Getting the People."

The circular which Mr. Cameron

keep silent about it. If you are, tell a straight story, and let the public draw their inference from your words.

Let the samples and letters keep on coming. This department has been more readable and more useful for their presence. If you have any plans for your fall advertising that you would like advice about, send them in, and if you wish them kept confidential, I will omit names and places in my reply. In such cases, always send full details regarding your business—the more the better—as I can reply more intelligently when I am able to form a mental picture of the business and the conditions attending it.

If any of my readers have any ideas or suggestions in regard to the improvement of this column or would like any special subject treated of, I would be glad to hear from them. I will never be satisfied until this department becomes as useful to my readers as one man's ideas can make it.

W. S. HAMBURGER.

W. M. DAVIS' FURNITURE AND HARNESSES.
STORES AT EVART, MARION AND BARRYTON.

DAVIS.

Your Money back if you want it.

Wear Lewis' Wear Resisters.



Tan Shoes.

Not a mere matter of style only but of comfort as well these Summer months. We have sold more than ever, but the advancing season finds still too many pairs on the shelves, hence, these before unheard of values:

Gents' "Lewis' Wear Resister" Willow Calf \$3.50 Tans now.....\$2.75
Gents' Dark Tan \$3.00 Shoes, now.....\$2.50
Gents' \$2.25 Tan Shoes now.....\$1.95

Take Advantage of the
**MID-SUMMER
CLEARING SALE.**

Davis' Shoes.

Hammocks.

Altho we've sold a large number this season we are not satisfied. The prices we know were low but to move them along we have put them still lower. Now surely a splendid chance to secure a good Hammock for next to nothing.

Baby Carriages.

More cabs have been sold from here this summer than we can ever before remember of putting out in a single season. The prices must have been right, and there's no question about the cabs. Just five left that must be closed out at once.

The Harness Business

We don't claim to lead in everything, but when it comes to Harness no one can dispute our supremacy. Few years in our history have been better than this—the order book now shows exactly seventy-seven sets MADE and sold since Nov. 1st, '98. We make our own Harness in our own shops; guarantee it ourselves and are in a position to back up our guarantee. Other dealers can't even claim this. We could take your now and make it up AT ONCE. Have you noticed Smith & Bath's new dray Harness? Of course, we made it.



For only \$40.

Do "Uneeda" Wagon, Buggy or Bicycle?

STORES AT EVART, MARION AND BARRYTON.

DAVIS.

Your Money back if you want it.

HARRISON WAGONS. MICHIGAN BUGGIES.

pay as I go). Perhaps Mr. W. S. Hamburger has the big head, like some of the correspondents down in Cuba last year. One of them went so far as to try to knock down the General in command at the surrender of Santiago when Old Glory was being hoisted over the city hall, and the trouble was that the General was doing his duty and Mr. Correspondent did not know his place. I think I shall continue to run my business as suits me and my customers, notwithstanding Mr. Hamburger would like something different. The words "Fourth of July" were not in my advertisement, no more than the fourth of June or the fourth of August, and if it had been I don't know what business it is of his whether I leave it in the paper one day, one week or fifty weeks. I pay for it; he don't. I have heard it said that some people get quite well off

is no reason why Mr. Welsh's advertising should not be held up as a horrible example, whenever the circumstances of the case warrant it.

I am not afflicted with the "big head." I don't think I know it all. It was not necessary to know it all to know that Mr. Welsh's advertisement was as useless as a firecracker on the eleventh of July. While the Fourth of July was not mentioned in his advertisement, the expression "The Fourth" was used, and if that did not refer to the Fourth of July, it meant nothing at all—a theory which the general tone of Mr. Welsh's letter seems to confirm.

Apart from the modesty with which Mr. Welsh compares himself to the commanding general at the surrender of

WE MEAN BUSINESS —WITH OUR— CLEARING SALE

It isn't one of the "make believe" affairs which are so common nowadays. The bargains are genuine, the cut prices bona fide, the goods exactly as represented. We have done a remarkable half year's business, therefore the number of remnants, odds and ends and broken lots which must be closed out is much larger than usual. This means BARGAINS FOR EVERYBODY and such low prices as only this store is noted for. We want every one of our customers to obtain their share of the good values which we are distributing, a partial list of which is given below.

- Shirt waists.**
Perhaps you need one or two more Shirt Waists before you go through the balance of the season. If so, you will find this store a good place to supply the need. Every shirt waist is going now at 30c.
Regular prices 30c and up to 50c.
- Extra Specials in Shoes....**
Ladies' Shoes, regular 2.99 and 3.50 quality at 1.99
Ladies' Shoes, 1.50 quality at 1.00
Ladies' Black Oxfords, 1.50 quality at .99
Ladies' Tan Oxfords, 1.25 quality at .75
Children's Oxfords, worth up to 1.25 at .75
Men's White Calf shoes, our regular 1.50 line, now only .99
(We have only 9 and 10 sizes in stock)
And many other shoe bargains.
- Ladies' wrappers**
AT BIG REDUCTIONS.
Our fabric clearances.
Only one lot left, regular price 35c at 25c.
Other qualities, regular price 10c to 15c at 5c to 10c.
Hats.
We have a small assortment of elegant hats and Childs Hats, in trimmed and untrimmed, do clips at ONE HALF PRICE.
Ladies' capes.
Fine line of Ladies' Capes to close at ONE THIRD OFF.
Men's Shirts.
Men's Shirts at big reductions adding line of 10c shirts to close at 5c.
Can suit you at almost any price.

EXTRA SPECIALS!

- Ladies' Gown, Vests 3 for 50c
Strictly Pure Paris Green, per pound 18c
Sunlight Yeast, per package 10c
Men's Rubber (Sole Tennis Shoes), per pair 35c
And many other bargains too numerous to mention.

**Cameron Lumber Co.,
TORCH LAKE, MICH.**

sends me is well printed, and the display is excellent. The introductory paragraph is good, because it gives a definite reason for the reduction of prices. A reduction sale without any assignable cause is always more or less hard to believe in. The first sentence, however, "It isn't one of the make-believe affairs which are so common nowadays" could well have been omitted. If you are not honest, it is best to

Business Opportunity

I can give a few men with \$500 capital a permanent business paying from \$2,000 to \$3,500 per year. Men now with me clearing \$20 per day. \$8,835 worth sold in two Illinois counties. Sales often exceed \$200 per day. Gold medal received at World's Fair and Omaha. No competition. Choice territory in every state. Call on me personally and make a thorough investigation or address

William R. White,
Washington C. H., Ohio.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

Trade-Mark. No Chemicals are used in their manufacture.

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

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

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

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

**Walter Baker & Co. Ltd.
Dorchester, Mass.**

MUSKEGON

AND RETURN

Every Sunday

VIA

G. R. & I.

**50
cents**

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

How a Girl Metamorphosed a Country Store.

Written for the **TRADESMAN**.

Stephen Graves had kept the general store at Edgewood ever since there had been a town there. He and his young wife spent their honeymoon in arranging the goods on the freshly planed pine shelves. And then they worked side by side until Jessie came, when the little mother decided she was needed more by her baby than by the store, and had made the home brighter upstairs, while a young man took her place behind the counter.

But Mrs. Graves never became strong again and when Jessie reached the age of 12 her mother succumbed to lingering consumption. The child had learned during her mother's illness to wait on her and do much of the work about the house and so now she became her father's mainstay. Moreover, she was the pet of the community, for her pretty ways won all hearts. But her father, although proud of her, was not satisfied to have her drift along in this humdrum fashion.

In the long winter evenings, when the town gossips would come in to smoke or chew while they warmed their fingers and toes around the red-hot stove and retailed the news of the village, he would discuss Jessie and ask their advice, and all were unanimous in declaring that Jessie was a likely girl and deserved more "book-larnin'" than could be obtained thereabout, for who could tell but that she might some day be a fine lady and she ought to be ready for whatever came to her lot. Stephen bothered his head considerably and lay awake more than one night planning for her future. It broke his heart to think of parting with her even for a short time, but he must not be selfish.

He wrote to his sister, who was a dressmaker in a large city some distance away, and before he had time to realize it everything was arranged. He spent more sleepless nights, but was as firm and cheerful as a martyr when in the morning he carried Jessie and her brass-nailed trunk to the nearest railroad five miles away. He comforted her childish grief and told her to be a good girl and to try to learn all she could so that she would be able to come back to him the sooner. He wrote his sister to give his child every advantage possible, for he must try to be both father and mother to his daughter.

Now Jessie was returning home after an absence—excepting the vacations—of five years. For months Stephen had not seen her. Now he thought of nothing else and the grocery pretty much took care of itself. The cronies around the store had never been at a loss for a subject upon which to argue, but there was one thing upon which they all agreed: Now that Jessie was a young lady she would not look at the likes of them, and they would be having to get out.

If Stephen felt any trepidation nobody else knew it. He had the rooms put in order and went to the station to meet the train. Only one passenger got off. Surely that tall graceful stylish young lady could not be his daughter. Yet she seemed to know him for she smiled and rushed up to him and called him "Father" in a pretty, girlish way. Stephen was simply astounded and could not say a word when she was admiring the depot. But she recalled his thoughts by suggesting their starting for home. Before they reached the store Stephen had recovered and now fairly

bounded up the steps which led to the rooms he called home. As she entered the door there was a vivid smell of new paper and fresh paint. Jessie looked around and Stephen said: "I fixed up a little for you, Jessie."

In the dining room, which also served as kitchen, was a new stove and a highly polished extension table, while through the glass doors of the cupboard could be seen some brightly flowered crockery.

Jessie admired everything; but her father did not give her a chance to sit down, for he led the way at once toward what used to be the parlor, and remarked, as he opened the door, "I fixed this up for you, too, dear."

The rag carpet had given place to a Brussels in the vividest of blues, greens, reds and yellows. There was bright pink paper on the walls, coarse lace curtains were draped back at the windows and several pieces of upholstered furniture in blue and red "rep" stood at regular intervals around the room. The whatnot had disappeared and was probably keeping company with the straight-backed haircloth chairs and the large old-fashioned mahogany table which were conspicuous for their absence. Instead there were a piano, a desk, a bookcase and a library table.

"Now, daughter, set down and make yourself at home. I hope you like it here. I was fer fixing up your Ma's and my room for you and taking the little room myself, but when I heard about the new-fangled beds that look like a bookcase says I to myself, 'Them'd fit Jessie exactly, fer she is a proper hand at her books and then she can have the parlor room, fer I want her to hev the best in the house.'"

Jessie choked back the tears and hugged her father, declaring he was "the best man in all the world and she would not change her room for anybody's!" Stephen did not say he would not change his daughter for anybody else's, but he looked it.

She will not say how heavily the time dragged afterwards with Jessie—anyway one day found her down in the store. Confusion reigned. Several slouchy men in their shirt-sleeves were sitting around making the air blue with smoke. Her father was at her side at once.

"Shoo, Jessie, this is no place for you. You'll get your fine feathers ruffled and dirty here. Stores are only fit for men and women folks that wants to trade. You go up and play the pianner while I slick up a bit. We ain't expecting city ladies often, so we have to git ready for them."

But Jessie had no notion of remaining upstairs and playing the piano all the time. Instead, she changed her dress for a plain dark little gingham and came downstairs ready for business. It was useless for her father to protest, for she had determined on a revolution.

Before a week had passed the store was scarcely recognizable. The floor and shelves had been scrubbed and re-scrubbed until they were white. The fly-speckled windows became again transparent. The one glass case was polished. The molasses and vinegar barrels were relegated to the cellar, accompanied by the rusty old stove. The whole air of the place began to change. In the window a display of china and glass took the place of bags of flour and sugar and boxes of stale crackers. Neat calicoes and pretty gingham supplants washed tubs, pails and brooms in the other window.

But the changes did not stop there.

Traveling men now found it to their advantage to bring up-to-date goods instead of trying to palm off unsalable stock as heretofore. She did not prove to be as easy to deal with as her father.

The news of Stephen Graves' new partner spread around the country and the farmers and their wives came to Stephen's more to do their trading. There must have been some attraction, for they have kept on coming. The farmers find that at Stephen Graves' they can make the best deals and be comfortable in the bargain, while their wives are glad they can advise with some one when they are buying a new dress.

All this happened only two years ago, but trade has so flourished that the store has been extended to nearly double its original size, and is a model of order and convenience and the pride of the townspeople, who, in telling its story, end up by remarking, "And a girl! had her finger in the pie, too." Z. E. U.

H. J. Slade, produce dealer and shipper, Wayland: Enclosed herewith find \$1 for one year's subscription to your valuable paper. In our home there is no periodical more thoroughly read than the Michigan Tradesman. My wife says Dorothy Dix is right next to her business, and hopes she may live long and enjoy the fruits of her labors.

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 AT A BARGAIN—GOOD CENTRALLY located meat market with fixtures, including engine, steam sausage cutter and rendering kettle. Sales, \$800 a month. Poor health reason for selling. Chas. Pulver, Cadillac, Mich. 24

ADMINISTRATOR SALE. MAN DIED; WAS a druggist; his stock and fixtures are for sale; store is for rent at reasonable figures to the parties buying the stock; located in Wayland village in the center of business part of town; an old stand, always well patronized; everything in the line of fixtures is complete. This entire outfit can be purchased for \$50 if bought soon. Address E. H. Ryno, Wayland, Mich. 26

RARE BUSINESS OPPORTUNITY. THE best place in Michigan to start a bank. Investigation will prove the assertion. Address No. 27, care Michigan Tradesman. 27

FOR SALE—CLEAN STOCK OF CLOTHING and men's furnishings in one of the best growing towns in Southern Michigan. Good trade. Other business, reason for selling. Address A. M., care Michigan Tradesman. 25

IF YOU WISH TO BUY A FINE COUNTRY store and farm at a bargain, write to No. 29, care Michigan Tradesman. 29

FOR SALE—ONE HALF INTEREST IN SAW- mill and planing mill, situated in a flourishing village on Grand Traverse Bay; good local trade; business well established. For particulars address No. 28, care Michigan Tradesman. 28

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. 'owling, 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. EN-quire 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, 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. 903

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, 811 Sycamore St., Manistee, Mich. 13

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, arch tect 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 SHAFING, 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. 958

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. Railways, 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. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 913

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 98, 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



The perfection of TAPPAN SHOES is a matter of honor with us. We will make shoes honestly, or we will not make them at all. Honesty makes TAPPAN SHOES the best in the world. Dealers who buy

TAPPAN SHOES

buy also a good reputation. They represent shoe satisfaction—in popular-priced fine and medium grades for women, misses and children.

TAPPAN SHOE MFG. CO.
COLDWATER, MICH.

Travelers' Time Tables.

CHICAGO and West Michigan R'y June 18, 1899.

Chicago.
Lv. G. Rapids... 7:10am 12:00nn 5:05pm *2:15am
Ar. Chicago... 1:30pm 5:00pm 11:15pm *7:25am
Lv. Chicago... 7:15am 12:00nn 4:15pm *8:45pm
Ar. G'd Rapids 1:25pm 5:05pm 10:15pm *1:50am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids... 7:30am 2:05am 1:45pm 5:30pm
Ar. Trav City... 12:40pm 6:10am 5:35pm 10:55pm
Ar. Charlevoix... 3:15pm 7:53am 7:38pm
Ar. Petoskey... 3:45pm 8:15am 8:15pm
Ar. Bay View... 3:45pm 8:20am 8:20pm

Ottawa Beach.
Lv. G. Rapids... 9:00am 12:00nn 5:30pm
Ar. G. Rapids... 8:00am 1:25pm 5:05pm 10:15pm
Extra train on Saturday leaves at 2:15pm for Ottawa Beach.

Sunday train leaves Bridge street 8:40am, Union depot 9:00am; leaves Ottawa Beach 7:00pm.

Trains arrive from north at 2:00am, 11:15am, 4:45pm, and 10:05pm.

Parlor cars on day trains and sleeping cars on night trains to and from Chicago

Parlor cars for Bay View.

*Every day. Others week days only.

DETROIT, Grand Rapids & Western. June 26, 1899.

Detroit.
Lv. Grand Rapids... 7:00am 12:05pm 5:25pm
Ar. Detroit... 11:40am 4:05pm 10:05pm
Lv. Detroit... 8:40am 1:10pm 6:10pm
Ar. Grand Rapids... 1:30pm 5:10pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:00am 3:10pm Ar. G R 11:45am 9:40pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.

GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 1, 1899.)

GOING EAST
Saginaw, Detroit & N Y... 6:45am + 9:55pm
Detroit and East... 10:16am + 5:07pm
Saginaw, Detroit & East... 3:27pm + 12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L'd Ex... 7:20pm + 10:16am

GOING WEST
Gd. Haven and Int Pts... 8:30am + 10:00pm
Gd. Haven Express... 10:21am + 7:15pm
Gd. Haven and Int Pts... 12:58pm + 3:19pm
Gd. Haven and Milwaukee... 5:12pm + 10:11am
Gd. Haven and Milwaukee... 10:00pm + 6:40am
Gd. Haven and Chicago... 7:30pm + 8:05am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.

*Daily. +Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway July 9, 1899.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... 4:10am + 10:00pm
Trav. C'y, Petoskey & Mack... 7:45am + 5:15pm
Trav. City & Petoskey... 1:40pm + 1:10pm
Cadillac accommodation... 5:25pm + 10:55am
Petoskey & Mackinaw City... 1:50pm + 6:30am
4:10am train, The Northern Express, sleeping and dining cars; 7:45am and 1:40pm trains, parlor cars; 11:00pm train sleeping car.

Southern Div. Leave Arrive
Cincinnati... 7:10am + 9:45pm
Ft. Wayne... 2:00pm + 1:30pm
Kalamazoo and Vicksburg... 7:00pm + 7:20am
Chicago and Cincinnati... 10:15pm + 3:55am
7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 10:15pm train has sleeping cars to Chicago; Cincinnati, Indianapolis, Louisville and St. Louis.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:00pm *10:15pm
Ar. Chicago... 2:30pm 8:45pm 6:25am

FROM CHICAGO.
Lv. Chicago... 3:02pm * 8:15pm *11:32pm
Ar. Grand Rapids... 9:45pm 3:55pm 7:20am
Train leaving Grand Rapids 7:10am has parlor car; 10:15pm, coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman parlor car; 8:15pm sleeping car; 11:32pm sleeping car for Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids... 7:35am + 1:35pm + 5:40pm
Ar. Muskegon... 9:00am 2:45pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

GOING EAST.
Lv. Muskegon... 7:10am + 12:15am + 4:00pm
Ar. G'd Rapids... 9:30am 1:25pm 5:20pm
Sunday train leaves Muskegon 6:30pm; arrives Grand Rapids 7:55pm.

+Except Sunday. *Daily.

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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv Grand Rapids... 7:00am
Ar Manistee... 12:05pm
Lv Manistee... 3:30am 4:10pm
Ar Grand Rapids... 1:00pm 9:55pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association
President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

Michigan Hardware Association
President, C. G. JEWETT, Howell; Secretary HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave; Treasurer, C. H. FRANK.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association
President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Bay Cities Retail Grocers' Association
President, M. L. DEBATS; Sec'y, S. W. WATERS.

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIFFLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

The Grand Rapids Paper Box Co. Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

Hanselman's Fine Chocolates

Name stamped on each piece of the genuine. No up-to-date dealer can afford to be without them.

Hanselman Candy Co.

Kalamazoo, Mich.

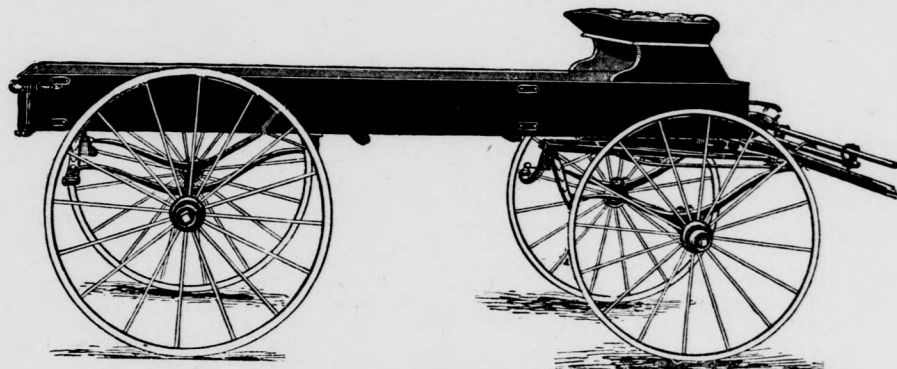
Uneeda Biscuit

Right from the oven as fresh as today's bread and just as wholesome. Daintily served in a dainty package—the like of which you never saw before. Dust proof, moisture proof, odor proof. A lunch done up in tempting style for just

Five Cents

Sold everywhere. Ask the Grocer.

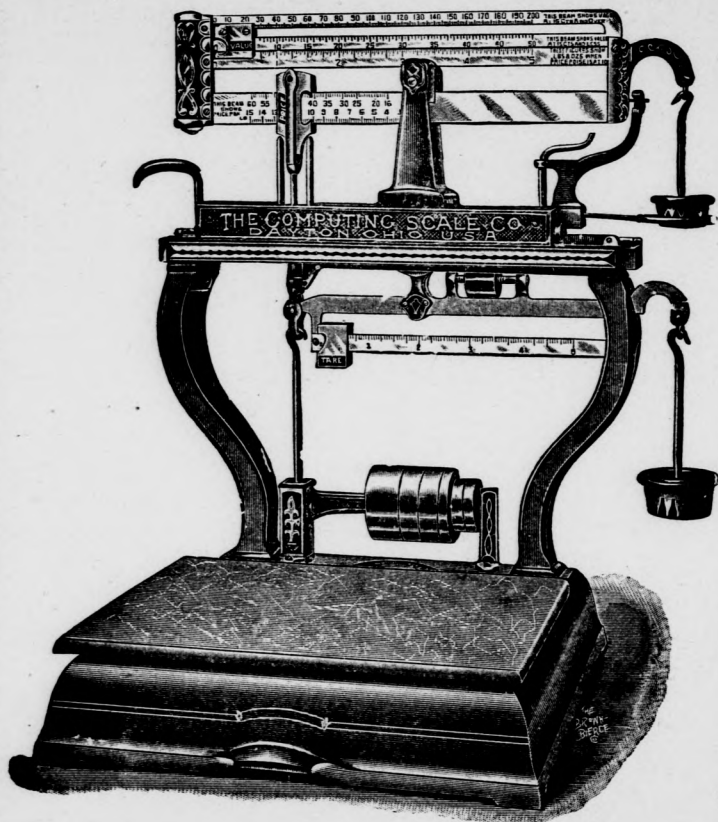
Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.



"Careful with Fire"

*Is good advice you know,
But "Careful with Scales"*

Is ten times doubly so.

A business life is too short to waste with old out-of-date methods. Let us suggest for our mutual benefit that you abandon old-fashioned weighing devices, and begin right now to save your profits by adopting and using The Money Weight System in your store. We will always be pleased to hear from you.

The Computing Scale Co.

Dayton, Ohio.



**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.

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.

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.**