

Burley & Tyrrell

Jobbers and Importers of

Crockery and Glassware

42-44 Lake St.,

Chicago, Ill.

What Are You in Business for?

That's easy; to make money, of course. Then why not buy your cigars where you can save money and at the same time get popular goods, the kind that are advertised, and that the people want?

This is the place for all that. We buy in immense quantities, are distributors of all the leading popular brands, pay cash, and naturally get our goods cheaper than smaller concerns. We give you the benefit of this. Don't you want to profit by our large cash purchases? It's easy. Give us a trial order and see.

PHELPS, BRACE & CO., Detroit, Mich.

The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

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.

ON THE RAGGED EDGE OF THE LAW?



No, the law does not trouble us; neither will it trouble you, Mr. Grocer, if you buy Silver Brand Cider Vinegar. There are no better goods made than these.

Sweet cider, prepared to keep sweet, furnished October to March inclusive. A strictly first-class article; no trouble from fermentation, bursting of barrels or loss by becoming sour.

GENESEE FRUIT CO.
LANSING, MICH.

MICA AXLE GREASE

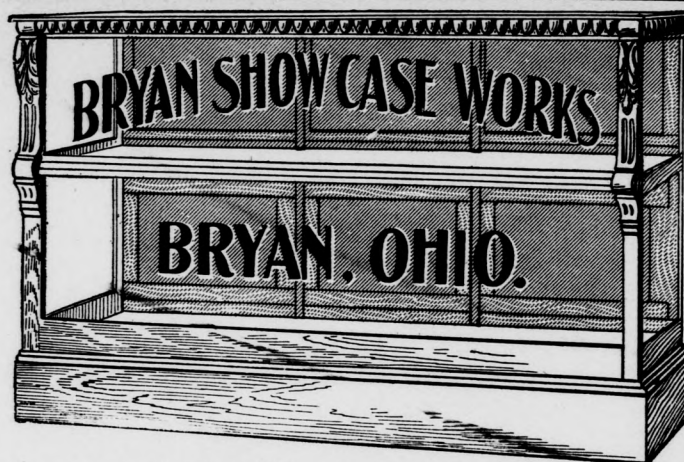
has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a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

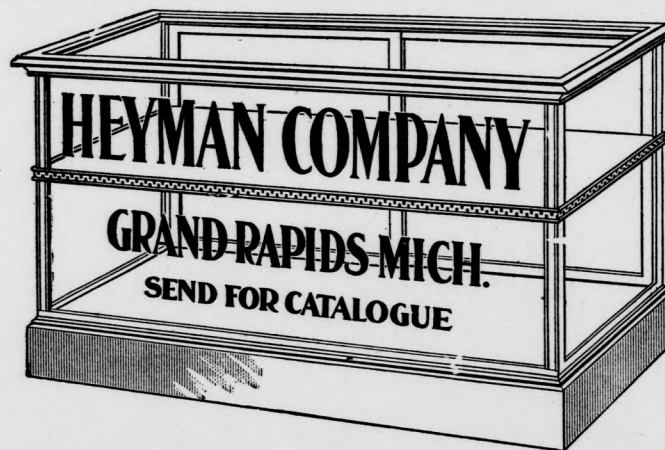
**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

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.

Epps'
Cocoa

Epps'
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GRATEFUL COMFORTING

Distinguished Everywhere
for

Delicacy of Flavor,
Superior Quality
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Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

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JAMES EPPS & CO., Ltd.,
Homœopathic Chemists, London,
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SUPPER

Epps'
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MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, AUGUST 9, 1899.

Number 829

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 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.



Investigate our system before placing your collections.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer.

We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

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.

Widdicombs 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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The Use of Praise.

Probably there is no other subject about which we have been so persistently mistaught, or about which cluster more erroneous impressions, than about the use of praise. In the Spartan code of manners and morals formulated by our forefathers compliments were ranked among the deadly sins, and we do not seem able to have ever gotten away from the stern idea that it is a wholesome thing to chastise our fellow-creatures by letting them know we perceive all of their faults and weaknesses, while we are studiously careful to conceal our good opinion of them.

In particular are we given to exploiting this theory in our dealings with our own families. All the sweetness and the goodness we take for granted. We say nothing of the good management that makes our homes places of peace and comfort, or the self-denying toil that wraps us about with luxury. The ninety and nine virtues go for nothing, outwardly at least, but we are perpetually on the lookout for the one we fail, and when we find it we never fail to mention it. Oddly enough, this does not always come from a lack of appreciation of those near and dear to us. In reality we may be keenly alive to their beauty, and grace, and charm, and worth, but we have the foolish idea that somehow, some way, they would be injured by knowing we admired them.

Children especially are supposed to suffer peculiarly from the baneful influence of praise and the accepted idea is always to keep their faults prominently before them, with a view to cultivating the proper humility. Ethically this may be all right. Practically it leaves a wide margin for doubt. To be forever reminding Jenny of her snub-nose and carrot hair, or Tommy of his awkwardness, is but to render them overly sensitive. Many a man and woman have felt themselves handicapped through life by a bashfulness, a self-distrust and a nervous shrinking from strangers that were entirely due to the persistence with which some fault or defect was insisted on in their childhood.

In our zeal for their moral welfare we overlook one very important fact, and that is that there is such a thing as over-humility and that a certain amount of

vanity is one of the most necessary attributes in life. Nothing succeeds like success. The man who has no self-confidence is a foredoomed failure, because he can never inspire in others what he lacks in himself. The man who believes in himself, who is self-conceited if you like, is generally the one who does things, for, say what you will, the world is pretty apt to take us at our own valuation.

In this unfounded fear of the injurious effect of praise we also overlook the incentive there is in a word of encouragement. Even a horse will do better work and draw a heavier load for the pat, and the cheering "Good fellow, well-pulled." How much more a human being. What a different place the world becomes under the sunshine of a word of praise from the one whose opinion we value, and whose compliments are the gold which would pay us for any effort. Surely, if we remembered this oftener, we should not be such niggards in our use of kindly and generous words of appreciation of the efforts of those about us. There is a use for judicious praise. It is the rainbow of hope and promise that spans the storm-riven skies of the workaday world and turns them into glory.

CORA STOWELL.

Forecast of the Fruit Market.

Grand Rapids, Aug. 8.—It is a fact that we have repeated many times that there will be practically no peaches this season. The crop of small fruits has also been inadequate to meet the demands, and these facts should be taken into consideration by dealers, who will be called upon to supply the demand for something to meet the deficiency caused by shortage in the fruits mentioned. Of pears there will be a short crop. Early apples in this section are better than for years in smoothness, color and size, and the prospects for the later crop are good as to quality; but with less than an average crop, and heavy demand, we advise dealers to place their orders early, to insure their being filled complete. Of plums we have a fine crop. Abundance and Wild Goose plums will be about gone with the present week, but our growers are now bringing in Japanese, Bradshaw, Gueii, Lombard and Egg varieties. Green Gage will come later, but the crop will not be large. H. J. VINKEMULDER.

Hides, Pelts, Tallow and Wool.

Hides remain well up in the scale of prices. There are few to be had of any grade and the price on light grades precludes tanning at a margin.

Pelts are sought after at prices beyond quotations. The supply is not equal to the demand. The present use of pelts for various purposes creates a new demand. Prices are as one can spring them.

Tallow and greases are in good demand, with prices but slightly advanced.

Wool is strong and selling freely. The demand is good for manufacturing and for export, while some grades are bought abroad for import. Prices remain steady with a slight advance in place of any weakness. Bunches in Michigan are generally held above purchasers' views, while some lots move out.

WM. T. HESS.

The Law of Profits.

There is one phase of business—more or less intimately connected with the hardware trade in days gone by—that has passed away never again to return under the same auspices, and that is the "old-fashioned profit," says Hardware. It was the opinion of our forefathers in this our chosen vocation that better is a business of \$500,000 with profits galore, of a percentage that frequently hovered on the edge of highway robbery, than an increased volume of trade of five times as much, with a net profit merely doubled.

The old-fashioned dealer who reveled in the old-fashioned profits did too much of the work himself, and knew the drawing quality of an opportunity to "gather ye rosebuds while ye may," and that was when you were making a sale of an article wanted. Now, the price stimulates the said wants of the average man or woman, and with a little comparative wear and tear of gray matter, the sales are more than quadrupled in amount and net profits increased in a welcome ratio. Maybe the department store methods of some of our hustling competitors have had an influence in increasing sales for the purpose of gaining the advantages of being a large buyer instead of a small one, and of getting rid of an excess of stocks without the necessity of unloading them at cost to a nearby competitor, often done rather than unsettle current prices that are covered with the moss of ages.

At the present time it is the price that makes the sale, and it is the merit of the goods sold that keeps the customer. On such a basis as this our foreign trade as well holds its present pre-eminence and will penetrate every port in the world where a demand exists for goods which our unequalled resources may be relied upon to supply.—Hardware.

Elsewhere in this week's paper appears a humorous article detailing the unfortunate experiment of a practical husband who wished to have his young wife become wise in the ways of business and made a deposit in her name at a nearby bank, at the same time handing her a check book to use when she wished to withdraw any funds for her current expenses. The numerous amusing situations into which the wife was drawn were never more graphically described.

Edward Frick, Vice-President of the Olney & Judson Grocer Co., is spending a fortnight at Sturgeon Bay as the guest of his brother-in-law, Albert Klise, President of the A. B. Klise Lumber Co. Ten days ago he was attacked by pneumonia and fears were entertained that he would not survive, but late reports from Sturgeon Bay indicate that he has so far recovered that he is able to be up and about again.

Her Hint.

He—I am going to take a little instruction in boxing at the gymnasium.
She—I think it will do you a world of good. I suppose they show you how to use your arms, don't they?

Dry Goods

The Dry Goods Market.

Staple Cottons—There is no great change to report in the conditions prevailing in the division of bleached cotton. The advances that were made last have helped business some, by urging upon the buyers the necessity of doing business in a hurry if they do not want to be caught at a higher notch. In the low grades, there are some good sales reported, and these lines are now in a generally good condition.

Prints and Ginghams—There has been a steady moderate business in printed calicoes, although it can not be said that this department of the market is very lively. The reordering of fancy prints is growing and is in an excellent condition. The jobbers are having a good business and say that it is far better than a year ago this time. The tone of the market, both in fancy prints and calicoes, is very firm. Staple and dark dress ginghams are in short supply, and business consequently is quiet in the commission houses. One or two lines of light dress ginghams have been shown for next season, but very little business has been done.

Dress Goods and Cloakings—The woolen and worsted dress goods market is in a satisfactory condition, and strength is shown all through the market fabric. Jobbers are up and doing to a greater extent than they were a week ago. Buyers are, in many instances, experiencing difficulty in supplying their wants, popular fabrics being sold away out of sight. Prices have been advanced on a number of lines, for instance, on flannels and sackings. The spring season is yet some weeks distant, and consequently, the fall situation still engrosses the attention of agents to as great an extent as the spring outlook. It will be four weeks before the spring openings will be generally made; of course, there will be a number of lines that will anticipate the general opening. Indeed, business is already being done on staples in a quiet way. The changes in styles are so sudden in connection with women's wear fabrics that there is always a difficulty in discerning beforehand what goods will hold forth in a successful manner and attract the best business. There is not a little doubt regarding the stability of the crepon as a business getter during the coming season. The fact that these goods have "shot their mark" for the time being, on the other side of the water, causes dubious feelings in some quarters in regard to their probable standing during the coming season here; others, however, are yet to be convinced that the crepon has passed its meridian of popularity and are counting on doing a big business thereon. The weight of opinion greatly favors the plain fabrics, although undoubtedly there will be a good fancy business done. The venetian, broadcloth and serge are conceded a good share of the business, while makers of chevots, homespun and mixtures, etc., are very confident. Mohair promises to play an important part in the season's styles; already very fair orders for mohair yarns are being placed by the mills. The cloaking business is fair, the bulk of the business running to kerseys, venetians, coverts, etc.

Carpets—Jobbers continue to receive fair orders for carpets, and anticipate a fair amount of reorder business later on. Many of the retailers this year, antici-

pating the advance in June, July and August, placed their orders earlier, as they were more confident of future improved conditions. As a result, some jobbers do not anticipate duplicate orders in such large amounts as at the close of last season. Some of the latter were not completed until this season was quite well advanced. Cut order merchants report a very satisfactory business right along on all lines of carpets. The principal call is for tapestries and velvets. A few of the ingrain manufacturers who sold standard extra supers below 45c wholesale advanced their price 2½c Aug. 1. There seems to be a lack of unanimity among the ingrain manufacturers regarding advancing prices. Some jobbers do not believe the advance will have much effect. Some jobbers claim that it is only a question of time when there will be a further advance on carpets.

Lace Curtains—The domestic manufacturer finds the demand for his goods improving in all lines of Nottingham, and this year bids fair to exceed in demand any preceding season since the American manufacturer has been engaged on this branch. There is a good demand for ruffled curtains made in Swiss muslin, bobbinets, lappets and other fancy cloths in a large range of styles.

Sensible Rules for the Guidance of Employees.

It is far from correct to assume that the store people are always in the wrong. There are some customers whose ways are trying enough to make almost any clerk lose his temper and leap over all rules. The employee's attitude must always be agreeable, no matter what the provocation to be impatient. No matter how slow or annoying the customer may be, the last word on your part should be a pleasant one. Remember that you, in a measure, represent the dignity of your house—a matter in which you should be conscientious. While a clerk's ability and salary are judged by the number of sales, yet employers watch evidences of patience with slow customers, methods of displaying stocks, and general demeanor.

It is not to be denied that the general demeanor of some clerks might be improved by close watching on the part of a superior. Many a shopper has learned to dread the supercilious smile of the man or woman behind the counter when a timid request is made for some lower priced grade of the article which is shown. It is the look more than the curt statement, "We never keep any such thing as that," which makes the customer resolve to try some other establishment in future. Then there is the clerk who has apparently lost all interest in the things of this world; who stands listlessly in his place and answers enquiries with an air of such complete indifference that one feels like an intruder and hurries away to a more congenial atmosphere. Perhaps the most annoying of all, however, is the clerk who, after you have looked at various things and can not find an article to suit you, tells you by word or action that you really ought to buy after wasting his time like that. He hasn't yet learned the time honored maxim that "it is no trouble to show goods."

Never leave a purchase partially concluded to go to luncheon. This is done every day. One girl calls to another, "Mamie, will you finish up my customer—this lady? I'm goin' to lunch," and departs, leaving her work

in the middle and making it necessary for the customer to go all over again the explanations as to what she wants. Another ancient grievance of shoppers is the amount of attention which many clerks feel obliged to pay to their own personal affairs in working time. No conversation between groups of employees, reading or writing personal notes, or perusal of books, newspapers, etc., should be permitted. Manicuring, mending of garments, etc., are matters to be attended to elsewhere.

Avoid slang, avoid gum, avoid onions (!), tobacco, drug or drink habits. Avoid frowziness. Be honest. Be truthful. Be businesslike. Be a credit to yourself and your employer and promotion can not help following.

J. ANGUS MACDONALD.

How an Advertisement Loses Strength

A man starts in with a four-inch advertisement and runs it two months, and then stops it two months, and begins with the same advertisement again. Half the strength of the first two months' advertising is lost and it will take at least two months' extra advertising, or the equivalent in space, to connect the new advertisement with the old. The readers have had a chance to forget, and have forgotten, at the expense of the advertiser. To a certain extent he must begin all over again. It would have been cheaper to run a small advertisement during the intervening two months.—Curtis Publishing Co.

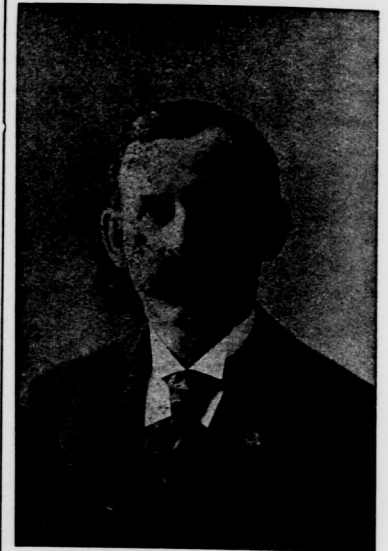
Good Neighbors.

Brooks—How do you like our new neighbors by this time?

Mrs. Brooks—First rate. They haven't refused me a single thing yet that I have wanted to borrow.

J. G. Miller & Co.,

Clothing Manufacturers,
Chicago, Ill.



I am now at my desk in Chicago, to remain until State Fair week, held in Grand Rapids, Sept. 25-29, at which time I shall be at Sweet's Hotel with all my fall and winter samples. Will take good care of customers who can meet me in Chicago between now and Sept. 15, and allow all expenses to trade who will give me all or part of their fall purchases while in Chicago. Any who cannot leave home kindly let me know and I will send full line of samples or visit them personally. It will be a great pleasure to meet your demands, and rest assured all favors will be appreciated.

Respectfully,

S. T. Bowen,

276 Franklin Street,

Perhaps



You can make some money by looking over our line of Woolen Hose and Socks this fall. One thing is certain that there, is more good profit in this line than any other we know of. It is the one department where customers do not only consider the price, but the quality as well, and invariably buy the best. The good kind is what we carry.

Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

The Time Is Approaching

when the ladies will be using silks for fancy work. We carry the two best known brands—Corticelli and Brainerd & Armstrong's silks. We also carry a full line of sewing silks and twists. We carry a nice line of doilies in the following sizes: 7x7, 9x9, 12x12, 18x18, from 55 cents to \$2 a dozen. Write for color cards.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

The Various Varieties of Tea and How They Are Prepared.

Many years ago it was believed that there were two kinds of tea shrubs, one producing green tea and the other black, and this idea was handed down in cyclopedias and articles on tea by writers, none of whom probably ever saw a tea tree or knew anything of the manufacture of tea.

The fact is there is only one genus of plant, *Camellia Thiefera*, from which the tea of commerce is produced, although there are many species produced by difference in soil, climate, hybridization and cultivation. All the different kinds of tea—green, black, golden tips, Pekoe, Oolong, Soochong, Bohea, etc.—are made from the same bush. Pure green tea is made by quickly drying the leaves after they are plucked, and black tea is produced from the same kind of leaves by drying them after they have been withered and allowed to ferment or ripen for a short time in a heated room.

Pure green tea can be made by rolling the leaves on a board in the sun, or a pan over a fire, until they are thoroughly dried and their color would be that of fresh mown dried grass as cut by a lawn mower. Green tea is not such because of its color, but on account of its unripeness, as it has all the astringent, bitter qualities that unripe dried fruit would have.

In making black tea a longer time is required. The leaf is first wilted or withered, and then left for a time in a warm room to ferment. This could be done by throwing the leaves in a pile, but this process would be unequal, as the inner part would be fermented too much and the outer layers none at all, and there would be no uniformity.

The modern scientific method is to wilt the leaves in a machine by means of a slow fire, then to place the wilted leaves in shallow bamboo trays, placed in a room where the heat is from 110 to 130 degrees. By placing the leaves in trays all are equally affected by the heat. During this stage the greatest watchfulness has to be given lest the leaves being under are over-fermented, as on this depends the value of black tea, in the same degree as fruit might not be ripe enough or too ripe to suit the taste.

As a good illustration of the difference between pure green and black tea, take clover grass. Any one who has tasted green clover as it is growing in the field knows that it has a bitter, astringent taste, not at all pleasant. Dry this grass quickly, so that its color remains green, and it will have the same unpleasant flavor. Take some of the grass after it has fermented and turned black and dried as hay, and it will have a sweet, agreeable flavor, and one is not surprised that cattle enjoy it. Any farmer will say that to make good clover hay it must sweat in the cock or winrow before it is gathered in. All he may know about it is that his grandfather or father said so. In the sweating or fermentation a chemical change takes place, the starch becomes sugar, and the hay is nutritious and palatable.

For a long time it was supposed that the tea tree was a native of China, when so little was known in the Western world about tea and its manufacture. There is much ignorance still about it, as I have been asked if we sow the plant every year, if we mow it with a scythe, or could we harvest it with a reaper. The *Thea Camellia* is a tree sometimes forty feet high and a foot in diameter, as it is found in the forests of Assam, in India. It is now conceded that here has been its native home, whence the seed or plants were taken to China across the mountains and thence to Japan. In the forest it grows to wood, with a few laurel-like, large tough leaves. For a plantation only young, tender leaves are desired.

The seeds, in appearance like hazelnuts, are sown in a nursery. While they are growing the acreage is prepared by frequent digging and terracing, as the best plantations are on the hill-sides. Holes are dug four or five feet apart each way, ready for the little trees. When they are about one foot

high they are transplanted from the nursery. They are carefully protected and shielded from the sun. They are pruned with a knife or shears and not allowed to grow more than two and one-half to three feet high. They remain dwarfed trees, the top one mass of small branches and the stem at the age of thirty years not more than three inches in diameter. During the third year perhaps fifty pounds of tea may be gathered from an acre. When the plantation has arrived at maturity from 500 to 800 pounds of tea may be gathered from an acre.

The season commences in March and lasts until November. During this time there are from ten to fifteen sproutings or "flushes," as the growth of the young twigs is called. From these the young leaves are picked, according to the kind of tea desired; if the finest, the little tips at the top of the twig, only a few hours old, making tea costing from \$20 to \$100 a pound; then the next leaf below for flowing Pekoe; still further down Pekoe, Oolong, Soochong and down to the long, harder leaf, Bohea. The old leaves are not plucked, as they are withered, and to pluck them would injure the tree. The flowers are never used, although beautiful enough to adorn a bride's hair. When seed is not desired the flowers are plucked from the tree and thrown away.

Since the tea industry has been assumed by Europeans, during the last thirty years, in India and Ceylon, inventors have been at work, and various machines have been constructed for every process except that of plucking the leaves. It would be as difficult to pick tea leaves as it would be to gather raspberries with a machine.

This is clearly done. Each picker has a little basket and plucks each leaf with the thumb and forefinger. The different machines are for withering, rolling, drying, sifting and packing. With them there is scarcely any hand work on the leaves. The European tea houses are models of cleanliness. Bread in the best furnished bakeries could not be more cleanly than the tea produced on these plantations.

The tea industry in India and Ceylon is almost entirely in the hands of Europeans, most of them well educated and experienced in their business. They have made as much or more advancement in the making of tea as there has been improvement in the dairy industry in the United States.

In mentioning green tea I used the adjective pure, for there can be pure green tea, although as unfit for drinking as bitter green fruit when dried would be for eating. There is scarcely any pure green tea in the market. One reason for this is that among the Chinese each family has its own tea plat

and makes up the product which is sold to dealers, who find it necessary to use coloring matter to give the various batches a uniform color and make it fit for a foreign market.

Another reason is that the Chinese, being a frugal people, wasting nothing, after steeping the leaves for their own use, dry and color the grounds for the American market, for no colored green teas are admitted in the European markets, and but little pure green tea is used there. The Chinese themselves never use colored teas, and it is stated by the best authority that seven-eighths of all the tea exported from China is colored and made in Japan, for if there is no colored Japan tea, why the frequent use of the word uncolored by dealers and users when speaking of Japan tea? No one ever heard of uncolored Indian or Ceylon tea.

The charity that begins at home is often so discouraged that it never gets any further.

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 Egrv 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.

WORLD'S BEST

S.C.W.

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

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties,

80-82 Canal Street, (Third Floor.)

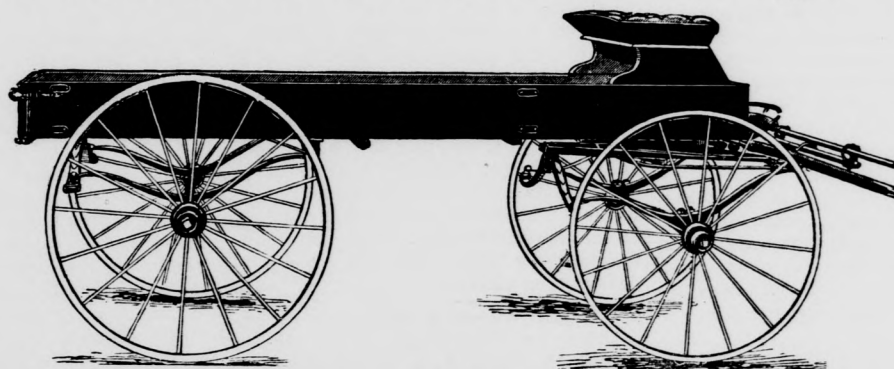
FALL STOCK NOW READY—Big line of Buckles to retail for 25, 50, 75 and \$1.00. Fine Roll Plate Beauty Pins to sell at 2, 3, 5 and 10 cents.

Send for samples.

Our Specialties:

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

Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.

Around the State

Movements of Merchants.

Bay City—B. Wolsky has removed his clothing stock to Sebawaing.

Alden—C. E. Higgins succeeds Davis & Higgins in the drug business.

Jackson—J. S. Coons has retired from the grocery firm of Coons & Arnold.

Rochester—Case & Cook continue the hardware business of Teniken & Case.

Pentwater—Warren & Sheldon have sold their meat market to W. A. Pringle.

Bear Lake—James McGuire has sold his meat market to Edward Thomson, of Onokama.

Ovid—T. M. Henderson, of Big Rapids, has purchased the Marvin dry goods stock and located in Ovid.

Shepherd—Marks & Frank have removed their general merchandise stock from Montrose to this place.

Mt. Pleasant—The firm of Schmidt & Ahrens, tailors, has dissolved. H. E. Ahrens will continue the business.

Calkinsville—Harvie & White, of Farwell, have bought the Carr & Granger store here and taken possession.

Bay City—B. Bernard has sold his grocery and general stock on Garfield avenue to Mr. Laetz, of the lower end of the city.

Elsie—F. C. Peck, who recently sold his stock here, will remove shortly to Muskegon and engage in the grocery business.

Wyman—John Dallavo's store building and general stock were destroyed by fire Monday. Business will be immediately resumed.

Waldron—R. A. Shoesmith has sold his furniture and undertaking business to Mr. Peters, of Alma, who has already taken possession.

Flint—Pettibone & McCall's clothing store has been closed on a chattel mortgage running to the Citizens' Commercial & Savings Bank.

Benton Harbor—J. A. Talmage has sold his interest in the Territorial street meat market to A. J. Scofield, who will continue the business.

Pittsford—F. Purchase has purchased the interest of Oma Fish in the Fish & Church meat market. The new firm will be known as Fish & Purchase.

Eaton Rapids—Joseph D. Powers has sold his bakery and grocery stock to Frank L. Kingan of Tecumseh. Mr. Kingan will take possession at once.

Butternut—A. Conklin has purchased the M. L. Gerrand drug stock and will continue the business at the same location, adding a line of boots and shoes.

Durand—Chas. Minto, formerly engaged in the clothing business at Fowlerville under the style of Blackmer & Minto, has engaged in the clothing business at this place.

Traverse City—Alpheus Pierce and Mr. Freeman have formed a copartnership under the style of Pierce & Freeman and engaged in the grocery business at 235 Front street.

Grand Haven—Chas. B. Blair, Referee in Bankruptcy, issued an order Tuesday, authorizing the Peninsular Trust Co. to sell the plant of the Sterling Furniture Co. to Mr. Bliss, the former manager of the business, for \$4,750 cash.

Menominee—M. I. Perelstein contemplates the erection of a store building in Finntown. Mr. Perelstein removed to this city two weeks ago from Beaver Dam, Wis., and opened a department store in the Larson block. The new building will be built near the old Perelstein block on Broadway.

Battle Creek—Richard G. Phelps has purchased the grocery stock of his father, L. K. Phelps, 9 Holton street, who on account of his failing health is obliged to retire from active business for a time. Richard has for the past three years been in the employ of the Halladay & Son wholesale house.

Saginaw—D. B. Pelton, who recently succeeded to the clothing business of D. B. Pelton & Co., has concluded a lease for the store at 121 North Hamilton street, which adjoins the store he now occupies, and will make arrangements to occupy it in connection with his store. The partition will be removed, which will give Mr. Pelton a store 44x70 feet in size.

Rockford—The death of Frank C. Sears, which occurred at Reed City July 31, was a great shock to Rockford people, who had known the deceased since childhood. He was formerly employed in Chas. F. Sears' general store here and two years ago opened a branch store at Reed City, leaving a younger brother in charge of the store here. The Reed City store will be discontinued as soon as the stock can be closed out.

Kalamazoo—E. A. Welch has sold his interest in the grocery firm of Welch & Russell to his partner, who will continue the business under the style of E. B. Russell. Mr. Welch has been a member of the grocery firm of Welch & Russell for the past eleven years, and has been in the grocery business, either in a store or on the road, nearly all his life. Mr. Welch expects to remove within a few weeks to Riverside, Cal., the change being necessary on account of Mrs. Welch's health.

Jackson—The mission of N. H. Branch and W. H. Porter, of the Jackson Retail Grocers' Association, and Wesley Sears, of the Jackson Welfare Society, to Port Huron, has been attended by success. The gentlemen visited the Tunnel City for the purpose of extending to the Grocers and Butchers' Association of that city an invitation to come to Jackson on their annual excursion and picnic. This invitation was extended the organization at a regular meeting and was backed up with strong statements of what Jackson could do in the way of entertaining the visitors. The result was a decision on the part of the Association to visit Jackson and the date set for the excursion is Aug. 29.

Red Jacket—The Eagle drug store was "touched" Sunday evening for an amount variously estimated at from \$100 to \$150. The money stolen had been stored in a sack and placed in the cash till underneath the drawers. Three clerks were at work in the store, so that it was not considered necessary to lock the till. The money was seen at 6 o'clock, but at 10, when the manager was closing for the evening, the sack was gone, without there being the remotest clue as to who took it. The thief must have known the exact location of the till and reached over the counter and secured the boodle, but how this could be accomplished without being noticed is something which the police are endeavoring to ascertain.

Manufacturing Matters.

Detroit—A. Schlessinger & Co. succeed W. H. Flynn & Co. in the manufacture of duck clothing and skirts.

Detroit—Frank B. Judson succeeds Judson & Betman in the manufacture of art glass.

Jackson—The City Lumber Co. continues the lumber and planing mill business formerly conducted by Jackson & Kilgallin.

Graphic Account of a Train Robbery in New Mexico.

A Grand Rapids traveling man who was a passenger on the Colorado Southern train which was raided by burglars July 12 sends the Tradesman the following graphic account of his experience:

The social qualities of the traveling man seem to be one of the first studies he encounters in his profession and he naturally becomes quite proficient in that respect, so much so that when traveling, either at home or abroad (and anything is going on) he is generally called on to take an active part. Such was the case on the night of the 12th of last month. Having been held up in the dining car to the tune of 25 cents for a sliced tomato and 90 cents for a broiled chicken the size of a quail, and other articles on the menu in proportion, I repaired to the smoking car to drown my irate feelings by puffing at an old-fashioned stogie cheroot, enjoying myself as only a drummer can with his carcass well spread over two seats. Suddenly I was approached by a gentleman, requesting my presence in a four-handed game of "high five." Of course the proposition was accepted, my partner and opponents doing most of the bidding until I finally struck a hand that sent a thrill of delight through me. I raised the bid to fourteen, but as I did so that thrill of joy changed most wonderfully, for "bang," "zip," "whiz," went the crack of what sounded to me like the 12-inch guns of the United States navy turned loose, and we, the contemplated target, high five bids of fourteen and cards were seen no more. All four players grabbed the cushion we were playing on, each trying to get it between him and the window; the higher the cushion went the lower we kept getting down, until I found myself under the seat, flattened out like a piece of chewing wax that some child had been sitting on for a whole day. "There were others." My watch and chain were thrown in the hat rack on my coat. A little pin I cherished was rolled up as a sweet morsel under my tongue. My partner's watch and money went in the stove and like a streak of lightning something shot down the aisle, followed by a husky voice saying: "Put mine there, too." This came from one of our party weighing about 275 pounds. He bursted the back of the seat trying to get under it. He was so pussy that lying on his stomach when getting his head down his feet were exposed to fire, and when feet down his head was up, but he kept seesawing to evade flying bullets. I never felt so glad before that I was built one size from top to bottom. A fellow asked me if I had a gun; I told him if I had one, would have hid it same as I did my watch. The lights were out and one inquisitive fellow took a peep out the window, when a bullet played the tune, "Oh, I don't know, you're not so funny," on the whiskers of his nose, and with slight excuse for being so impertinent, withdrew to the inner circle, or rather joined the ranks of the acrobats performing their contortion acts on the floor and around the foot-irons. It's a good thing that the Almighty created man little different from the monkey, in leaving off a tail to him, for in that instance they would have gotten so tangled up it would have required a first-class surgeon to have cut them loose from the benches and iron rods.

I got nicely ensconced in my corner when "boom"—something exploded. The robbers had secured entrance to the

express car and were blowing open the safe. The first attempt was not successful. I still lay in my unsolicited quarters, my feet partly in the aisle. The night was warm, but they were cold. My toes could have been broken off like little icicles. A fellow lying next to me wanted to know how I felt. Told him I had no feeling, nor any appetite; wasn't even thirsty, and thought I was losing my taste and sight; also my voice, but my hearing was improving. "Zip"—another reminder and a cue to finish our conversation. A few repeated doses followed. The medicine had its desired effect. Silence reigned supreme in my berth and the adjoining one. "Crash"—and a shaking up of the dry bones followed. The desperadoes had dynamited the safe this time. The top of the car was opened like an old barn door in a Kansas cyclone. A majority of the debris landed, "of course" right over my stateroom. Said I to myself: "Bill, I reckon your drumming days are over and some one else will have to hear the song of praises of their fruit and produce hereafter, and being in that strain, wondered what kind of fruit and flowers they had in that country where angels live, and how soon I would be inaugurated and made part of that white-winged throng, where all drummers expect to be eventually; if not, why not? They enjoy the good things now; why not hereafter?" But stop! The engine whistles twice. The masked robbers tell the engineer to move on and not stop, whilst they move off to their horses with the contents of the safe, and as we moved away the kinks in my backbone began to undo themselves and I crawled out from my burrow, whilst others were crawling out, too. My scalp seemed to have got loose. Believe if I had lain there another hour and a half I would have grown a full beard. It seemed to me like a thousand years.

I had oftentimes remarked that I would like to have an experience of being in a train robbery or hold-up, provided I was not robbed or killed; but, boys, I'll tell you right now that when they started in I would have sold my desires in that direction at a paper bag discount and paid a dandy premium or bounty for a substitute. I am not in search of any more experience in that line at any price such as I passed through in New Mexico on the night of July 12 at 10:30 p. m., six miles from Folsom, where Mr. Ketchum and his gang held up the Colorado Railroad, blew up the safe and robbed its contents. I understand that the chief mogul died since, and as long as he had to go I am a little provoked that he did not become an inhabitant of the unknown world just before July 12.

The Boys Behind the Counter.

Charlotte—Chas. Cronin, a former clerk at A. D. Baughman's, was in the city the latter part of last week. He has resigned his position at Benton Harbor and will take the management of the S. E. Cronin store at Marshall.

Reading—Chas. Stone has taken a position in Crane's clothing store.

Scottville—Wm. Freedy has taken a position in the general store of Wm. Fisher.

Adrian—Fred Brooks has severed his connection with Kimball's furniture store, and will move his family to Grand Rapids, where he expects to locate.

Charlotte—Harry Ells commenced work at Lamb & Spencer's store Monday and Glenn is assisting Mr. McGrath for a week or two.

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

Grand Rapids Gossip

The Produce Market.

Apples—Maiden Blush, Strawberry and Duchess command \$2 per bbl. No. 1 stock fetches \$1.75 and cooking stock brings about \$1.50. The varieties thus far marketed are remarkable for their size and fairness. This promises to be a feature of the late crop as well. Reports to the Secretary of the National Apple Shippers' Association indicate that Michigan will have about 40 per cent. of an average crop. Hon. Chas. W. Garfield estimates the crop at 50 per cent., while the summarized reports received from 57 correspondents of the Tradesman place the crop at 60 per cent.

Beets—25@30c per bu.

Butter—Factory creamery is steady at 18c. Fancy grades of dairy command 15c, but receipts of dairy are almost wholly cooking grades and worse.

Cabbage—30@35c per doz., according to size. Receipts were never better than they are at present.

Carrots—30c per bu.

Cauliflower—75c per doz.

Celery—Has declined to 12½@15c per doz. bunches. Receipts are large and the demand is heavy.

Crab Apples—Siberian and Transcendent are in ample supply at 35@50c per bu.

Cucumbers—Home grown have declined to 40c per bu. Greenhouse stock is also lower, finding moderate sale at 10c per doz.

Eggs—Dealers are paying 11c for receipts, case count, holding choice candled at 12½c and dirties and small eggs at 11c.

Green Onions—Black seed are in fair demand at 10@12c.

Honey—White Clover is scarce, commanding 12½c. Dark amber fetches 8@10c. It is reported that the crop of white will be only about 30 per cent. of an average crop.

Live Poultry—The market is duller and lower than a week ago, due to the lessening in the demand from the Northern resorts. Broilers are dull and slow sale at 9c. Fat hens are in good demand at 6½c, while medium hens are in strong demand at 8c. Spring ducks are in fair demand at 8c, while old ducks are dull at 6c. Hen turkeys find ready sale at 10c. Large turkeys are in fair demand at 9c. Squabs are in good demand at \$1.25 per doz. Pigeons are in fair demand at 50c per doz.

Muskmelons—Home grown cantaloupes fetch 85@90c per doz. Osage command \$1. Bay Views are expected to begin to arrive next week.

Onions—Home grown are in moderate demand at 60c per bu. Illinois stock is in fair demand at \$1.25 per 1½ bu. sack.

Pears—Clapp's Favorite and Flemish Beauty are in fair demand at \$1@1.25 per bu. The crop of pears is reported not large.

Peaches—Hale's Early are now in market in limited supply on the basis of \$2 per bu. This variety is not a good shipper, consequently the demand is local and confined to nearby towns. Early Michigans—the first freestone variety—will be in market soon, but the supply will be so limited that the price will probably be prohibitive. No Crawfords will be marketed here by local growers, but the supply of Chilis is expected to be ample to meet shipping demands.

Peppers—75c per bu.

Plums—Moore's Early, Bradshaws and Gueis are coming in freely, but, as usual, the people are not taking hold as freely as they will later in the season, when they come to realize that they must can plums in place of peaches. The price ranges from \$1@1.25 per bu.

Potatoes—30@35c per bu. The crop of early potatoes is large and the outlook for late potatoes continues favorable.

Radishes—8c per doz. bunches.

Squash—Home grown command 40c per bu. box.

Sweet Corn—7@8c per doz.

Tomatoes—Home grown are in am-

ple supply at 75c per bu. The crop is large and the quality fine.

Turnips—25@30c per bu.

Watermelons—Indiana Sweethearts are now in market, commanding 15@17c per bu.

Whortleberries—Receipts are mostly so soft and mushy that they must be moved quickly to avoid total loss. Such receipts fetch only \$1@1.50 per bu., while dry stock commands \$1.75@2.25.

The Grocery Market.

Sugars—Raw sugars have advanced 1-16c during the past week, sales having been made at a basis of \$4.56 for 96 deg. test centrifugals. Refiners seem willing to pay this for more, but none are obtainable under 4½c. There is a good distributive demand for refined on contracts and the American Sugar Refining Co. is out with a letter in which it intimates that, unless jobbers lay in a good stock of sugars, there will be difficulty in obtaining supplies when the heavy fall demand commences.

Canned Goods—Baltimore canners are packing a few peaches, but only a few of them have the courage to name prices for future delivery. Such prices as are named, however, are a fraction under the prices at which spot goods have been selling. The standard grades of E. J. peas are in light supply and whenever a desirable lot is offered at a price that will enable it to be retailed at 10c, it is quickly snapped up. Eastern packers have a good stock of the finer grades and are holding on to them very confidently, being sure that as soon as the shortage in the lower grades becomes generally known, there will be a call for the better grades. Salmon is daily growing stronger as the shortage in the new pack is being comprehended.

Dried Fruits—There is nothing especially new in this line. Trade is limited, but prices are firmly maintained on almost the entire line. The first arrivals of new crop apples and raspberries reached the local market this week. The quality of the raspberries was very fine and the goods brought 1c per pound more than the same pack did last year. Owing to the better demand for the fresh article, the quantity dried will be light this year. The lot of apples mentioned above are offered at about 1c under what old crop has been selling at, but the demand locally is limited. There is a good enquiry from the Southwest for apples for October shipment, but none are being offered.

Rolled Oats—The advance noted last week is firmly maintained and the principal millers report that they are three weeks oversold.

Syrup—Owing to the advance in tin plate, noted last week, the canmakers have advanced prices on syrup packages, necessitating an advance in corn goods in cans of 3c per case.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: Codfish remain steady in price and it now looks as if they would not change from present rates for some time. All the Grand Bank trawl fleet have arrived home from their first fares, excepting four vessels, which will probably make but one trip this season. The other vessels are out now on their second fares, but will arrive on the Banks about two weeks later than last year. The stock of Medium Bank cod in the market is small. There is a steady demand for them and the prospect is that only a small amount will be carried over to the Lenten season of 1900. Large Georges are higher than a few weeks ago, and the stock of this grade is nearly always a limited one.

The Grain Market.

Wheat has been neglected and left to itself during the past week. Speculators are in a waiting mood to see how the crop will turn out in the spring wheat sections. There seems to be a wide difference of opinions as to the final outturn of the crop. The outcome will probably be that the wheat has been injured by excessive moisture in some localities and by extreme heat in other sections. Winter wheat is not moving very fast in this section, as there is not much to move, so farmers are in no hurry to sell at present.

The visible made an increase of over 1,000,000 bushels, making it 37,106,000 bushels, or about 29,000,000 bushels more than at the corresponding time last year. Prices for cash, as well as futures, are about 1c less than last week.

In corn there seems to be a freer movement, as the outlook is so good, and prices are sagging.

As the oats harvest is one of the largest ever harvested, prices are fully 1½c lower and probably will go lower.

Rye has not changed any during the week. Old rye is enquired for, as new is not wanted yet.

The receipts on track were large, being for the week: 72 cars of wheat; 30 cars of corn; 7 cars of oats; 2 cars of hay.

The receipts for the month of July were 244 cars of wheat, 34 cars of oats and 59 cars of corn.

Millers are paying 63c for new wheat and 65c for old. C. G. A. VOIGT.

Special Features of the Local Market.

Yesterday morning saw the largest attendance on the market of the season thus far. The variety and profusion of vegetable offerings, as well as the fine quality, are the most noticeable features on the east or vegetable side. Not in many years has there been so favorable weather for the production of green products and roots—just enough rain with suitable frequency to keep everything thrifty and fresh, and yet enough sun and warm weather to give healthy and mature growth, without too much of green rankness. The observer can not fail to be impressed with the care used in cleaning and preparing the goods to give the most attractive appearance. Everything is carefully washed and in cases where the products are arranged in bunches these are made as even and symmetrical as possible. Much care is used to keep everything covered from dust in transit, and barring the fact that much of the stuff must stand exposed sometimes for hours in the dust of the market itself, it comes into the hands of the retailer in the freshest and most wholesome condition possible.

The changes of a week are to be noted most prominently in the fruit offerings. The list then was comprised almost completely of apples and berries, cherries having about disappeared and the few samples of peaches of a few days before having likewise become invisible. Now considerable quantities of the most prominent fruits are in evidence. Apples have increased greatly in variety and quality and good prices are commanded by the better kinds. Peaches have again returned and some fine baskets are found and these command fancy prices. Early varieties of plums are now coming with a rush and these also bring good returns. Pears have also made an appearance, although not in large quantities. These, with a considerable abundance of small fruits,

give a variety decidedly in contrast with that of a week ago.

As the fruit season advances the division of products between the east and west sides of the market becomes more pronounced; with comparatively few exceptions the large fruits as well as the most of the small are to be found on the west side. Of course there are large quantities of vegetables also on that side—the market is yet to be classed as a vegetable market.

It is interesting to note the marked divisions of nationality between the two sides. Americans seem to take most naturally to fruit growing, while the most successful gardeners, especially in the production of celery and other green products, are Hollanders or their descendants. The aptness of the latter for this kind of farm work is no doubt a hereditary trait, the Old Country having been little more than a vast garden for many generations. The Americans raise vegetables, but less in the way of market gardening, and the fact that they have occupied the best fruit lands, with the greater Yankee aptness for variety of work, has given the majority of fruit production into their hands. Just how they have happened to divide so distinctly on the market is a matter of conjecture. It is probable that the early vegetable producers would naturally occupy the portion nearest the entrance, and so on the east side, while the later fruit sellers would take what was left. Such divisions in all groupings of trade, when once started, tend to increase in definiteness.

The thirteenth annual picnic of the Grand Rapids Retail Grocers' Association and the third annual picnic of the Grand Rapids Retail Meat Dealers' Association, both of which were held at Reed's Lake last Thursday, proved to be monster affairs, despite the interference of Neptune during the early part of the day. The games and contests proved to be very enjoyable and the afternoon passed without any feature of an annoying or disappointing character. Large delegations came in on special trains from Muskegon and Grand Haven and considerable numbers came from Holland, Kalamazoo, Ionia and other towns in Western Michigan.

Charles F. Young, who has been identified with the Grand Rapids Bark & Lumber Co. for the past seven years as Vice-President, has associated himself with H. C. McConnell and W. S. McConnell, proprietors of the Eagle Tanning Co., at Whitehall, and organized a stock company to be known as the McConnell-Young Co. for the purpose of engaging in the purchase and sale of hemlock bark, railroad ties and wood. H. C. McConnell is President of the corporation, W. S. McConnell is Vice-President and C. F. Young is Secretary and Treasurer. Offices have been secured at 516 and 518 Widdicombe building.

Charles W. Jennings has purchased the interest of Walter A. Smith in the old-established house of Jennings & Smith and will continue the business at the same location under the style of the Jennings Flavoring Extract Co. Mr. Jennings founded the business twenty-seven years ago and has been actively and continuously identified with it ever since. He announces that the change in partnership and name will not interfere with the energetic policy which has characterized the establishment in the past.

Woman's World

Some Observations on the Art of Visiting.

"Personally," remarked the woman of the world, tapping the paper in her lap with her lorgnette, "personally I disapprove of the paying of visits. Short calls are the small change necessary to carry on the commerce of society, but long visits are the big drafts on hospitality and friendship that are apt to lead to total bankruptcy. Staying in the house with people for a prolonged length of time is a crucial test of character that few of us can stand with credit to ourselves or pleasure to others. We see one another at too close range, we find out too well what is real and what artificial—where the roses end and the make-up begins. Nobody except the very young care to look at the stage through opera glasses. The rest of us are glad to preserve our illusions, and to believe in the youth of the chorus and the agreeability of our friends—an opinion sometimes shaken by close acquaintance.

"I take a gloomy view of the subject? Not a bit. I am a social creature and dearly love my kind, and if I seldom pay a visit it is because I am neither utterly reckless nor perfectly self-conceited. The society of one's friends is like those rich and stimulating liquors that to be fully enjoyed should be daintily sipped, a little at a time. Too much cloy the palate, and if you look about among your acquaintances you will find that the most popular people you know are those who are firmly and consistently committed to staying at hotels instead of staying on their friends. However, I don't expect to convert anybody to my way of thinking. Least of all women. No passion is more deeply rooted in the feminine breast than love of visiting, and nothing is going to stop the average woman from packing her trunk and descending on her friends whenever she gets half a chance. The only hope is that in time she will come to realize that the art of visiting is one of the finest arts in the world and that the least anyone can do in common humanity is either to acquire it or stay at home.

"What would I suggest? Oh, lots of things. First and foremost, I would impress upon her that an invitation is like a theater ticket, good for one performance on one date only. Somebody else has reserved the chair for to-morrow night, and other nights, and there is no place for her. There is positively nothing else in the world that is so exasperating as those people who stay away when you ask them and come popping in when they are neither invited nor expected. Who of us has not felt her heart sink in her shoes as a cab drove up before her door and deposited some woman, bag and baggage, who blandly announced that because you invited her to see you at Christmas she has come to spend July? At the time it might have been delightful to have had her. You had your arrangements made and everything in readiness. Now it is altogether another story and the coming of the forty plagues wouldn't seem to you a greater affliction. The baby is sick, the cook on a strike, you are busy getting ready for a journey, a thousand things interfere to make you wish her in Jericho, and it does look as if nothing short of rank lunacy could make a woman, knowing other women, indulge in that kind of freak visiting. I used

to know a funny little girl who, when you asked her to come to see you, invariably replied: 'Set the day. It's no invitation unless you set the day.' The visiting woman could have no better motto. The day should be set, and she should go on it or stay away. This is a cast-iron rule that admits of no modifications.

"Another affliction under which we have all writhed is the woman who writes to say that she is coming, unsolicited, to pay you a visit. 'Your well-known hospitality,' she writes glibly; 'such delightful memories of your charming home and lovely children and agreeable husband.' Stripped of flattery, it means she is going to sponge on you while she does her spring shopping or goes to the fair or passes through the city going somewhere else. You never hear from her unless she means to bear a convenience of you. Who doesn't know the cold, ghastly look of that kind of a letter as it confronts them across the breakfast table, and who hasn't longed for the courage to treat it as it deserves? If it is a matter of charity, we are, as a general thing, willing to sacrifice ourselves, but when it isn't, it seems to me it is about time to call down these dead-beats who hold up their friends and acquaintances in the name of hospitality, and tell them that the hotels are still doing business at the same old stands. No one has a right to suppose they are wanted if they are not asked and the self-invited guest is a nuisance that ought to be abated.

"Among the star qualities of guests that we do not publicly rate at their real value is promptness. There are stories of houses where the meals were movable feasts that happened at any old time and were always just right, but those of us who are housekeepers know that these are fiction of the most pronounced type. A good dinner is bound to come off with mathematical precision. It can't be hurried up nor put off and no amount of philosophy is going to soothe the cook or calm the perturbed feelings of the mistress who sees it ruined because of the tardiness of her guests. Being on time is a homely virtue, but unless a visitor feels equal to that much strain on her politeness she should bestow her patronage on a meals-at-all-hours restaurant and not inflict herself on some good-natured friend.

"It looks as if it would go without saying that a guest should adapt herself to the ways of the house in which she is visiting without a murmur, but think of some of the experiences we all have had. Once I unwarily invited a health crank to visit me and had to serve a pure food affidavit with every dish. 'Are you sure this water has been boiled and properly corked?' she would ask mournfully, and then she would turn a suspicious eye on the biscuit and ask with a shudder if they were made with lard or nut butter? She didn't eat meat or drink coffee or wine or touch sweet things, and went about with queer little messes in tin boxes that she solemnly opened and ate in the most unsocial way in the world, and that made you feel that it was a function that ought to be performed in private. That was an extreme case, of course; but how often do we have people visit us who decline almost everything on the table with a brusque 'I never eat fish or soup or pie, or whatever it is, or 'a salad doesn't agree with me,' or 'so and so makes me bilious.' What a horror such people are! What agrees with a man is a private matter between him and his own

stomach and nobody wants to hear about it. What he likes is of even less importance, and for once in a way he might sacrifice himself for the peace of mind of his hostess. I do protest that if anybody served me stewed puppy I would eat it and discourse about the superior civilization of the Chinese.

"Another thing is the fact—too often overlooked—that it is a guest's duty to fall in with all the plans made by a hostess for her entertainment. If a sailing party has been arranged she has no right to announce at the last minute that she has decided to go wheeling or stay at home and write letters. It is a lot of trouble to amuse people, and she should not make it any more burdensome than necessary. This is a view not often taken by the guest, but, as a matter of fact, if a person wants to indulge in private fads and tastes, if they are going to kick about the weather and be bored by the amusements offered them, the least they can do is to go to a hotel where they pay for these privileges.

"Finally, the last great and indispensable quality of being a successful guest is in knowing when to go. 'Remove thy foot quickly from thy neighbor's house, lest he grow weary of thee and so hate thee,' advised the sage of old, and the advice holds just as good to-day as ever. There is still just the same danger of wearing your welcome out, and the sensible person never takes the risk. Never wait for the signs of weariness to appear. There comes a time, and very soon, when our conversation begins to pall upon strangers. We have told our good stories, we have exhibited our parlor tricks. The time to leave has come, before we bore people. Of course, we imagine that there are people of whom we could never tire, but when

we try to recall them we invariably find they are those of our friends who never staid too long, and who always vanished in a mist of regrets, surrounded by a halo of charms which might have bored us if we had seen more of them. It is better," added madame sententiously, in conclusion, "to have people weep because you don't stay than to have them laugh because you have gone, and that is the most important part of the art of visiting."

DOROTHY DIX.

Some men think they have great will power, because they never had occasion to test it.

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-plated. 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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.



This Will Benefit YOU

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

Diamond Crystal Butter Salt

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

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



Stimulated by the success which has attended our efforts in past years to supply the trade with the best grades of Japan teas at conservative values and believing that the experience of a quarter of a century enables us to serve our customers to excellent advantage, we take pleasure in announcing that our lines of



were never so satisfactory as they are this season, both as regards quality and price. We are always pleased to match our grades with those of other houses, because the result is that we invariably capture the order.

Clark-Jewell-Wells Co.,

Sole Distributors.

Grand Rapids, Mich.





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 9, 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.

RUNNING OVER.

If there is anything in the adage that one can get too much of a good thing the affairs of the country seem to be approaching that point. From every direction and from every business the reports coming in are cheering. Gold is going to Europe because we have it to spare and because it pays to send it. The harvests are fulfilling the promises of early summer, unusual as they were. Business is proving itself a record-breaker everywhere, and it begins to look as if the cup of prosperity is not only filling but getting ready to run over.

A pleasing feature of this condition of things is the absence of the boom element. The business world has not only touched bottom, but is building upon a broad foundation laid firmly there. For successive years the earth has brought forth her increase until the garners are full to overflowing and hunger is everywhere unknown. Iron and steel, the acknowledged heralds of good times, have reached a point which has rarely, if ever, been attained. The increase in the number of manufacturing concerns in the United States is wonderful, and is still going on. The variety and amount of goods manufactured have never been greater and as a consequence the home demand is to be satisfied. But there is no anxiety about a surfeited market. The inevitable is sure to come: There will be a running-over. But there will not be too much of one. The country has reached a point in its career where it can contend fearlessly with the great manufacturing countries of the world. The time has been—and not long ago—when Great Britain and the continent on the other side of the English Channel had a monopoly of the world's markets. They made the best goods and secured the best trade and exacted the highest prices. From those centers of industry radiated the lines of boat and car to the farthest and remotest corners of the earth; and it seemed as if those corners were flooded with the goods which those lines poured into them; at all events there was little hope of American goods ever reaching those far-off markets. In the meantime the Yankee was not idle. He acknowledged the superior work and workmanship which came from the

other side—it was what he should expect. It found him whittling and whistling and it left him busy with the same occupation; and then one day, when the topmost rail became an uneasy seat, he leaped from his perch, brushed the whittlings from his garments and went to work. He built a mill in Rhode Island for making cotton cloth—to-day American cotton cloth is excelled nowhere. He became tired of the unsatisfactory machine which only England then could make—now the Old Country acknowledges the superiority of the American-made machine. France laughed at New Jersey's attempt to manufacture silk—it was the New Jersey loom that made it possible for the French peasant woman to wear a silk gown. The Sir Oracles of the German dye-tub, in a silence broken by no barking dog, have said that German woollens alone retain their coloring—the German tailor whose shop is on the banks of the Spree admits that the best woollen goods upon his counters are made in America, and the American manufacturer dyes his own wool. The limit is not confined to these few examples. The superiority exists in everything made here; and this superiority is known and acknowledged so generally that, as we have said, with the wonderful increase in the number of manufacturing establishments throughout the country, there will soon come a time when there must be a running-over.

The optimist is willing to believe that that time has already come. He maintains that the superior goods made here are called for the world over. He points to those instances the Tradesman has mentioned from time to time—a bridge in England, a railroad in Russia, steam engines in China—and he insists that preparation is already going on for the running-over already begun. New steamship lines are proposed between New York and New Orleans and various ports in the West Indies and South America. China, Japan and other countries of the Far East are making overtures for American capital. The Pacific Mail Steamship Company is building three large steamers for its trans-pacific lines, and there is another line of steamers in contemplation between this country and the East by way of Honolulu and Manila to Hong Kong. Even now a commendable number of steamers flying the flag of the United States are doing service in Philippine waters, and between Singapore and Manila a new steamship line is proposed. It looks much as if the radiating lines of steam with this country as a center would be able to take good care of the overflow and supplant with superior goods those distant quarters of the world which have been so inadequately supplied so long. American trade has at last "roused itself like a strong man from sleep and shaken his invincible locks;" and it remains to be seen whether the running-over will be so taken care of that only continued prosperity will follow as the inevitable result.

One of the things which impel people who naturally abhor trusts to tolerate them is the character of some of the people who are undertaking to bowl them down.

On account of the absence of Mr. Hamburger from the city, his contribution on advertising under the department of Getting the People is necessarily omitted this week.

BUSINESS CONDITIONS.

With conditions apparently warranting a decided advance in the standard stock values on account of the tremendous activity in productive and transportation industries, the week has been decidedly conservative in both lines of stocks. The reason for this conservatism is given by many as being the high rates prevailing for money. This has been interpreted to mean that there is a scarcity in that commodity, when in reality it is only the natural result of the general activity in which money shares with the rest in a strengthening of value. It is well for the general situation that this tendency of money rates should act as a retarding influence, as the greatest danger to be feared is a too rapid advance. The average of stocks held almost stationary for the week, with an upward tendency at the close, more pronounced in industrials than in transportation.

During the week there have been a lessening of the disturbing elements and a corresponding increase in general activity. Yellow fever in Virginia has been brought under control and is no longer a disturbing influence. Strikes are lessening, and there is less of the usual midsummer interruption for repairs, owing to the pressure to meet demand.

It is the unexpected which has been most manifest in the wheat situation, in that the flood of supply in primary markets is so great as to further depress the price. Receipts are much larger than the unusually heavy ones for the corresponding period of last year—over 33 per cent. Export movement is correspondingly heavy—4,711,614 bushels, flour included, against 4,111,312 bushels last year, and corn exports 5,027,706 bushels, against 2,856,923 last year. Although the Western receipts rose rapidly a year ago, they were last week 4,734,363 bushels, against 3,199,543 last year, making since June 30 23,598,189 bushels, against only 10,508,876 from the great crop of last year.

Markets for iron and steel stocks are being much helped by the rise in prices of finished products, although the average for these is still about 7 per cent. behind the average for pig iron, whereas on February 1 it was only 1 per cent. behind. The cost of material is only part of the cost of the final product, a rise of 100 per cent. in pig iron often affecting the value of a product not 20 per cent. But there has also been a general advance in the cost of labor and in other expenses. The works have been largely occupied thus far with old orders taken at lower prices, but are now beginning to realize handsome profits on a share of their work, which increases every week. It is encouraging that much less decrease in the demand in consequence of higher prices has come to light thus far than there was reason to expect. The works are as crowded as they have been at any time in structural forms, rails and sheets and many can not accept large orders offered. The same is true at Chicago of plates, although new and large mills have gone to work at Pittsburgh, much relieving the pressure there. New bar mills at the East get all the work they want, the demand turning to iron rather than steel because of the difference of \$3 to \$4 in the price. Nothing yet lessens the pressure for Bessemer pig, of which 30,000 tons was sold at Pittsburgh, with prices rising to \$21.75, and it is stated that lack of iron

forced two steel works to stop a day or two.

The favorable conditions in textiles continue in nearly all lines. Abundant supplies of cotton hold the price at the old figure. The mills are doing a heavy business and have a large export demand. The price of wool is still on the gain, and the market for its products is one of strengthening values. With little change in prices, the market for boots and shoes is one of increasing activity. Shipments from Boston this year have been 2,700,877 cases, against 2,586,669 to the same date last year and 2,583,602 to the same date in 1895, the output in all other years having been at least 200,000 cases smaller.

In Germany a controversy has arisen with regard to the style which should be adopted in addressing married ladies. There are four names by which a man's better half may be described in the language of the vaterland, viz., gemahlin (consort), gattin (spouse), frau (lady), and weib (wife.) To save the frequent disputes and heart burnings arising from ignorance or impertinence in the use of any one of these forms, it is proposed that these shall be officially attached to the recognized graduations of the social scale. Thus, a general's wife would be addressed as "his consort," the partner of an official of a certain rank as "his spouse," the middle class wife would be addressed as her husband's "lady," and the workman's helpmate would be simply his "wife."

Mrs. Hetty Green, the wealthiest woman in America, thus describes how to get rich: "Be careful of your health. Save your pennies. Study not how you can spend the money you have earned, but how you can earn more. Watch the people who want to take your money from you; the more money you get the more such people there will be. Keep on earning money; if you stop earning your fortune will shrink as your arm does when you don't exercise it. See that your head isn't lame; it doesn't matter about your legs. Learn to know good people from bad. Take care of your money; it isn't half as hard to earn it as it is to take care of it. Be sure not to put all your money eggs into one basket. Be reliable. That's the golden rule of business."

The most costly and precious wine in the world is that contained in a cask named the "Rose," in the Bremen town hall cellars. This Rudesheim, of the vintage of the year 1653, is of the color of old ale, and has a wonderful aroma, although a rather hard taste. It is never sold, but is used exclusively for the sick of Bremen, the only exceptions having been when a small bottle was presented to Emperor William I., another to Frederick III., and one to Prince Bismarck. The supposed money value of this wine is something beyond credence; but as it is never sold this detail is of slight importance.

The present debt of the City of New York is \$346,000,000; that of Philadelphia is \$56,000,000; that of Boston is \$50,000,000 and that of Baltimore \$37,500,000. As compared with these Eastern cities the great towns of the West are modest and thrifty. The debt of Philadelphia, for instance, is twice as large as that of St. Louis and three times as great as that of Chicago. In New York the assessed value of real estate is \$3,000,000,000. In Boston, Philadelphia and Baltimore the aggregate valuation is \$2,000,000,000.

SERIOUS PROBLEM.

The Boston Globe, in an article on the decadence of farm and village life in New England, describes how the farms are being abandoned and the towns are surrendering their charters.

It is related that as soon as a respectable Maine town gets deeply in debt, and the tax rate on the State valuation mounts up to $3\frac{1}{2}$ or 4 per cent., it follows the practice adopted by a great many unfortunate business men and goes into insolvency. Of course, it doesn't assign in favor of some preferred creditor, and, of course, the bankruptcy proceedings are not aired before a judge or jury, but similar results are obtained by a more dignified method, which is technically known as reverting to a plantation form of government.

The Globe states that there are at least a score of towns in Maine whose citizens are seriously contemplating the relinquishment of their articles of incorporation and of transferring them into plantations. Of course, they will have to apply to the Maine Legislature for permission, and if the residents of these towns can prove that their population is falling off, and that their taxes are increasing beyond the limit of endurance, satisfying everybody that there is no other means of escape, then the town ceases to exist by act of Legislature and a new plantation is born. Although the abandoned farms in Maine have not been so widely advertised as they have in Massachusetts and New Hampshire, there are plenty of deserted and windowless houses.

Long ago the rich lands of the West attracted and drew away thousands of the men who had found it difficult to extract a subsistence from the rocky and sterile soil of New England, while others moved to the great manufacturing centers, where they found employment in the mills or otherwise. Thus it comes about that New England is a workshop, consuming raw material brought from a distance, while all the people have to subsist on must be transported from far-off states. Whenever conditions become so that the New England workshops can not compete with the factories in the fields where the raw material manufactured is produced, then there will be a wholesale abandoning of cities, as farms and towns have been deserted by inhabitants who can no longer live there.

THE VALUE OF WATERWAYS.

Business men of the great commonwealth of New York have for some time past been busily discussing the condition and future of the public navigation canals of that State. The lower rates of freight on the railroads have so diverted traffic from the canals that people are seriously discussing the advisability of abandoning the artificial waterways, on the ground that it no longer pays to maintain them.

The struggle to bring the country's products to the seaboard at the smallest possible cost is responsible for the original creation of the canals, and their continued existence after the advent of the railroads has been due to the fact that water transportation was much cheaper than carriage by rail. Would it not be well, therefore, for New York merchants to consider the fact that the canals have actually served as regulators of freight rates by compelling the railroads to cut down their charges to a level which would enable them to compete with the waterways?

Waterways, whether natural or artificial, are the great cheapeners of trans-

portation. The use of a public waterway can not be made a monopoly, and there can be no question as to the relative cheapness of water transportation compared with that of rail. The mere presence of the waterways, and their availability for use forces the railroads to cut freight rates down to a level somewhere near the cost of water transportation.

This power of the waterways to regulate freight rates was clearly demonstrated to Grand Rapids shippers during the time Grand River was navigable, when the railways announced "water rates" to and from Chicago at the opening of navigation in the spring and promptly raised the rates at the close of navigation.

The people of New York who are beginning to doubt the value of their waterways had better profit by the experience of the people of the great valley. If their canals are falling into decay, improve them; if their rivers are becoming shallow, deepen them; because as sure as the availability of water transportation is eliminated, the railroads will increase their charges and the people will lose the means they have hitherto possessed of keeping the exactions of the transportation companies within bounds.

The investigation of the Astor pedigree reveals nothing more decisive than that the American head of the house was the son of the village butcher at Walldorf, Germany. The claim that the family comes down from the noble house of d'Astorga of Spain does not appear to be sustained. Yet there is nothing reprehensible in descent from a village butcher, if he was a good and honest and humane butcher. In fact, it is quite as honorable to be descended from a butcher of cattle as from a butcher of men, and if William Waldorf Astor can show that his great-grandfather understood his business and relieved the wants of the community he has just cause for family pride. Genealogy is a rather ticklish study for the bluest of the blue bloods, and there is always danger, as has been humorously suggested, that if you follow the family line far enough you will find a knot at the end of it. Most of us have good and sufficient reason to be ashamed of not a few of our ancestors, but as we never talk about them when we are discussing ancestry their shortcomings are mercifully hidden from the world. There are several millions of persons now on earth who come down in a direct line from William the Conqueror, but such is human reserve that William is the only ancestor that is prominently mentioned in conversation, a proceeding we regard wholly unjust to the estimable village butchers and tailors who may fill out the important chain.

Prof. Grasi, of Milan, is convinced that the theory that malaria is caused by an organism transferred to the blood of human beings by mosquitoes is correct. He concludes that the best mode of combating malaria consists in "making war on the mosquitoes, destroying them, and so preventing their reproduction." The marsh waters in malarious districts, from being stagnant, should be made to flow. Drainage on a large scale is not needed for this object. It would suffice, in the months during which the mosquitoes are prolific, to carry out temporary dryings up or soil desiccation. This, he says, would "save entire regions from a terrible scourge."

Larger Quarters —and— Increased Facilities



After six years of business in our former quarters, we found ourselves obliged to remove to a larger and more commodious building, 12, 14 and 16 Pearl street, corner Campau street, in order to accommodate our large and fast increasing business and to afford us more complete facilities for the manufacture of a full line of shoes. Only six short years, and yet we have built up a large trade. We have made a success of the shoe business. We can sell you the best Lumberman's Leather Top Rubber made.

We put an elegant, soft, durable Kangaroo top onto the renowned Wales-Goodyear Duck, rolled edge, Heel and Spring Heel Over, making it a slightly Rubber and one that can't be beaten for wearing qualities.

We also carry a full line of Findings and Shoe Store Supplies.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

Shoes and Leather

The Window Display of the Shoe Dealer.

Only in isolated cases is the practice of blocking the street and impeding traffic resorted to now to attract trade. Merchants long since found out that it not only injured the goods exposed to view, but instead of getting people to stop and inspect, it called forth maledictions from those who were impeded in their progress. The window is now depended on almost entirely to arrest attention, and if the display be in good taste and the goods and prices right, it will assuredly serve the purpose for which it was intended. Adjuncts foreign to the business, but which have the effect of attracting the crowds that block the sidewalks, are all being discountenanced in the shoe trade and nothing but the goods themselves, neatly arranged and ticketed, is looked to to draw custom.

Notwithstanding the oft-repeated assertion that it is not proper to judge by outward appearances, yet people will do it nevertheless, equally as much with regard to stores as to individuals. Where a window is uncared for and neglected it is hardly conceivable that the stock in the store can be in better condition, and yet very often it is so. In many a country town an excellent stock of shoes is kept by many dealers, who are patronized only by those who know them, strangers or visitors to the place passing heedlessly by with never a thought of entering the store. How different it would be if they had a nice attractive window display to arrest the attention of visitors and probably cause them to buy shoes which they needed but deferred getting until their return to the city.

Complaint is made by many small storekeepers that in the matter of displays they can not compete with the large stores that spend thousands of dollars annually on window decoration alone. Nobody expects they can, and it would be the height of folly for them to try it; but that is no reason why they should utterly neglect their windows, making them an abomination and an eyesore, instead of having them bright and attractive. If they make the utmost of the facilities at their disposal, they will soon find that larger premises will become a necessity, and will give them better opportunities of displaying their talent in window dressing; but they should never lose sight of the fact that if window displays are necessary to the successful carrying on of large concerns, how much more so are they necessary to the small and struggling storekeeper. Possibly no one connected with the store may be an expert window dresser, but it must be a very poor outlay indeed if no one has the gumption to make the attempt. The main thing is to determine first of all how much can be done. It may call forth a good deal of adverse criticism; so much the better. Experience will have been gained and that adverse criticism are admirable instructors.

Success is attained mainly by attention to details and no merchant can afford to neglect the smallest of them. Window trimming is not by any means a minor detail, and yet that attention is not given to it by many that it deserves. It should be changed frequently, so that it will always appear fresh,

but while it may be striking, care should be taken that good taste is never offended. Good statuary and pictures, etc., may be used to enhance the display, although these are now tabooed by many of the leading retailers, who depend solely on the price and quality of the goods. There is good reason for this, as some of the objects displayed in show windows distract the attention of the onlookers from the goods and prices. Care should, therefore, be taken that any accessories to the window display should be made subordinate to the display of goods.

Although this is what is commonly termed the dull season, yet a good business ought to be done in outing shoes. Although many have already enjoyed their vacation, yet many more are only now contemplating taking one and it would be no bad idea to cater to their needs. A special window display of outing shoes and sporting boots should prove a valuable drawing card and would doubtless be successful.—Shoe and Leather Gazette.

Little Demand For Union Label Shoes.

From the Boots and Shoes Weekly. Those shoe manufacturers who have been persuaded or perhaps driven into using the union label through fear of some loss of business do not seem to be succeeding very well with it. From time to time reports come to us that the union label is being dropped by those who have tried it, for what reason we are unable to ascertain. It ought never to be adopted by any manufacturer. W. L. Douglas took it up a year ago or more and may be continuing its use for all we know, but we were always under the impression that his adoption of the union label was for political rather than for business reasons, as Mr. Douglas has been more or less prominent in Brockton politics.

It has been the dream of trade unionists for a long time that union men should only buy union-made goods, and such goods could only be recognized by a union label.

The public at large does not care a rap for union-made shoes, or union-made anything else. As a matter of fact, lots of people would prefer to buy shoes which did not bear the mark of industrial slavery embodied in the union label. Most people believe in free work as well as free speech, and such a badge of servitude as the union label is obnoxious to them.

It may be in places where trade unionism is particularly rampant that retailers may find some advantage in handling shoes bearing the union label, but such places are not numerous, and the dealer can generally easily explain to a prospective customer that such shoes as he is in the habit of buying can not be obtained with the union stamp.

When a manufacturer makes an agreement to put the union label on his shoes, he places his neck under the heel of labor union tyranny, and ever after, unless he rebels and throws the stamp overboard, he must be the slave of trade unionism; the servant of a walking delegate, instead of master of his factory. The manufacturers of this country are not quite prepared yet to place themselves in such a position as this.

There was not a manufacturer or a man believing in fair play connected with the shoe business who did not sympathize with those manufacturers in Marlborough who locked out their help until they had succeeded in breaking the chains of trade unionism which had encircled their factories for so long a time. That fight was a costly one for the manufacturers and still more costly for their employees, but it was an encouragement to every manufacturer who is hampered with obnoxious trade union rules and regulations.

Truth is eternal; but Time changes it from day to day so that it's own mother wouldn't recognize it.

Shoes That Sell

We know what the Michigan trade demands in shoes—and we have it. Not an undesirable line in our fall offerings—not

a style but what you can sell easily.

Our travelers will be in to see you soon. If you defer ordering until they come, we'll get your fall order.

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

REMOVED

AT HOME, 10-22 N. IONIA ST.

If you want the best Leather Top Lumermen'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 EAST WATER STREET, MILWAUKEE, WIS.

W. W. WALLIS, Western Manager.

GET THE BEST



GOODYEAR GLOVE RUBBERS

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

HIRTH, KRAUSE & CO., Grand Rapids

Scarcity of Hides and Their Price.

It is puzzling to know how the existing scarcity of hides throughout the world can be accounted for, as hides have to be reckoned amongst perishable goods and therefore "corners" in them would be difficult. The consumption of fresh meat has rapidly increased in late years, as may be seen from returns published in the exports of frozen and chilled beef from countries producing it, also the exports of beef from Argentina. We therefore can not have beef without hides. The falling off of offerings in the markets of Australasia may be easily attributed to the drouthy seasons we have passed through during the last four years, but it is difficult to account for the scarcity of hides throughout the world.

As with wool and other products in which our country is interested, it is hardly likely that the value of hides will materially alter, for some years to come, from their present price. On the other side of the world tanners have a general feeling that they can not hope for the cheaper hides, especially in the face of a decision lately arrived at by the Government of the United States in favor of these goods entering the States free of duty, which may be reasonably expected will have the effect of further hardening values all around instead of leaving room for a fall. Notwithstanding the scarcity of raw material, tanners find it extremely difficult to sell their leather at prices commensurate with the cost of the raw hide. This is instanced by the closing down of several large German tanneries, and further it is mooted to form another large American Leather Trust for the control of selling prices of the manufactured article, which shows the tanning and leather trade must be in anything but a flourishing condition.—Wilcox's Review.

The Virtue of Silence.

Don't talk too much. You were given two ears and only one tongue, that you might hear twice as much as you speak. People will like you all the more, the less you have to say, and the more you listen, or seem to listen, to what they say. If you rarely part your lips in company, company may suspect you of being a dullard. This may cause them to pity you, and pity, it is said, is akin to love. Company will certainly be more inclined to love you for keeping your mouth shut than for always having it open. Many a one has acquired a reputation for superior wisdom simply by flattering another's pride of speech by permitting him to talk on without interruption. Many a one, indeed, has left with the monologist the impression that he is a bright conversationalist, whereas had he attempted to do his share of the talking he might have been declared a bore. Don't talk too much. If you talk much, you are likely to say things which, although you may forget them as soon as they are spoken, will be remembered against you. If another loses his temper, as the saying is when one's temper is very much in evidence, don't lose yours. At least, don't talk back. Silence is your most effective weapon. It will tear his very vitals, whereas if you rave and sputter, it will only show that his words have struck home, and so give him pleasure. Don't talk too much. If you are an ignoramus don't give the fact away by airing your limited vocabulary. If you are wise you will always keep a bridle on your tongue, and are, therefore, in no need of admonition. Be cautious about that

which is everybody's family subject, self. Hundreds of things you may say about yourself, and think that they will never be heard from again. But they are almost certain to be repeated, and in such a manner as to make you appear ridiculous or despicable. Don't talk too much. Let others do the talking and be happy. Let others exhibit their weak minds. Let others uncover their shady past and their not over-bright present. But you—don't talk too much.

Horses in Greater Demand.

With horse-buyers from Wisconsin, Minnesota and the Dakotas scouring the ranges of Oregon and Washington, and paying from \$15 up for animals which two or three years ago were considered fit only for the abattoir, where they sold for \$1.50 to \$2 per head, it is apparent the advent of the horseless age has been postponed. So great is the demand for heavy workhorses, and animals suitable for the cavalry service, that it is impossible to meet it with the class of animals required and buyers are filling out orders in some cases with unbroken range horses, for which as high as \$40 per head has been paid. Government buyers, who a few years ago were wont to cull closely and reject everything that did not meet the exact requirements, have been compelled to waive some of the specifications, or else fail to secure the full quota of animals needed.

There is also a steady demand for fast harness horses. So long as men have money with which to gratify their desires for the luxuries of life, the back-bending bicycle and the inanimate horseless carriage will never supplant the quadruped whose speed, intelligence and beauty have been popular themes for the poet and painter throughout all ages.—Portland Oregonian.

They Need Rest.

In order to keep shoes in good condition it is desirable to have several pairs, as shoes, like human beings, are all the better for an occasional rest. To demonstrate this all that is necessary is to lay by a pair of shoes for a time and it will be found that after being taken into use again they will present a bright, fresh and new appearance. This is attributed to the fact that all the perspiration has left the leather. It will also be found that shoes treated in this way give much better service than if worn continuously. When laying shoes aside, particularly if it is contemplated to leave them for any time, it would be as well to fill them with cotton batting or other like material to retain the shape.

The Mannish Shoe.

How rapidly the fashions in shoes have changed. From the extreme pointed or toothpick shoe to the present extremely broad and rounding toe is a far cry. The paper sole has also given place to the extension such as at one time was seen only on men's heavy boots. Just what has started this fad for mannish shoes it is difficult to conjecture. Perhaps the game of golf has had as much to do with the fashion as any one influence. Certainly outdoor sports of all kinds have brought a recognition of many sensible things in women's attire.

Seems Likely.

Mrs. Busybody—Your husband goes out a great deal, doesn't he?
Mrs. Goodwife—Oh, I don't know; he doesn't go out any oftener than he comes in.



A dealer reaps what he sows. If he sells satisfactory shoes, he will reap money. If all dealers sold Tappan Shoes there would be fewer small shoe stores.

TAPPAN SHOES

please the people, and the people buy where they are pleased. Their style and wear are world-renowned. These goods should find a place in your store. Write for price list.

TAPPAN SHOE MFG CO.,
COLDWATER, MICH.

Prompt Shipment

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

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

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

Let us have yours.

Valley City
Milling Co.,

Grand Rapids, Mich.

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

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

THE OLD, OLD STORY

We have said over and over again that we make better spices for the same money than any other manufacturer; but our saying so doesn't make it so. It is our doing so. We ask for your orders on the merits of our spices, not on the merits of our statements in our ads. If

NORTHROP BRAND SPICES

are not as good as we say they are, we can never hold your trade. We want your orders week after week and year after year because we believe we can supply you better and to your more lasting satisfaction than any other manufacturer.

NORTHROP, ROBERTSON & GARRIER, Lansing, Mich.

Fruits and Produce.

Possibilities of the Export Trade in Apples.

The Newtown pippin may be said to have pioneered the way for the exportation of other varieties of apples. For many years this was the only fruit that was considered of a texture sufficiently hardy to make a sea voyage. Gradually, however, russets were experimented with successfully, and then came Baldwins and the other varieties of good standard red fruit; but greenings and the so-called white stock were not exported in quantity for many seasons after the business had become well established.

The reason for this was that the green fruit constituted then, as now, the bulk of the home-grown crop in Great Britain and the Continent, and this is what makes even to-day the export of these varieties a greater bazaar than attaches to the shipment of the red varieties and russets. It has been no uncommon occurrence during my own connection of twenty years with the export business to see returns of 40 to 50 shillings per barrel made on Newtown pippins.

Unfortunately the Newtown pippin has been allowed to degenerate until it is rarely seen in perfection in any large way. The mountains of Virginia produce the finest fruit of this variety. The export of apples became a business of large dimensions during the latter part of the seventies. In 1880-1881 about 1,300,000 barrels were sent abroad, and the average during the next three seasons was about 238,000 barrels per season. In 1893-94 there were but 175,000 barrels shipped, but the total average per season during the last twenty years will be close upon 900,000 barrels. The highest one year's shipment reached nearly 3,000,000 barrels.

Is it possible to market abroad as large a quantity as 3,000,000 barrels at a price equal to that obtained at home for a like quantity and could this large surplus be increased and made to pay enough to justify handling? It would be unreasonable to expect a surplus of such magnitude to find a better market at home. Every barrel released from consumption here opens the way to a better sale of that which is left. If none were exported there would be no bottom to our markets when the crop is being housed. At very great personal labor I computed for my own satisfaction the result upon 300,000 barrels handled by my own firms abroad during the season of 1896-97, and the general average was a fraction over 75 cents per barrel, f. o. b. cars, and \$1, f. o. b. steamships. It practically meant 8 shillings per barrel sold in the English market, the difference being used up in expenses and commissions.

Do not be misled into the thought that nothing but our best fruit is shipped abroad and that this represents results on selected stock. Much of our finest stock is rarely sent abroad. Assuming that our competitors abroad made results equal to our own, I am convinced that the foreign markets paid as much back for these 3,000,000 barrels as was paid for any like quantity shipped promiscuously through the season to our own local markets. The European markets are worth taking care of.

The time is near at hand when our exportable surplus will in any year exceed that of 1896-97. The Far West, and even the Pacific Slope, is now looking abroad for an enlarged distributing

area. The magnificent stock of California, Oregon, Idaho and Colorado, packed in boxes, will soon find its way into the capital cities of the Continent, not by way of England but by direct shipment. This stock has the carrying properties to land it safely, even at the ports of the Mediterranean. We will soon have 5,000,000 barrels to send if they can be taken care of. By shutting Canadian competitors out of our own markets here we have given them a hold upon the European situation not contemplated by the framers of our present tariff laws. We must now unite with them in the opening of new markets abroad.

CHARLES FORSTER.

Do Not Allow Neglect.

Clerks should be told of the importance of keeping their stock in good order. Strangers coming into the store gather a very bad impression of it by seeing carelessness and negligence manifested in the keeping of the stock, as, for instance, where goods are allowed to lie around on the counters in untidy heaps and piles. It is the clerk's business to put goods away as soon as customers have finished looking at them. The first impressions which are made by a store are of vast importance in inducing people to buy. It stands to reason that a bad opinion is quickly formed where there is unmistakable evidence of indifference, ignorance and negligence on the part of clerks. There is no necessity for the clerks to be overly effusive, nor to be so dignified as to overawe customers, but they ought to treat all alike with kindness and consideration. Agreeableness and attentiveness on the part of clerks are always highly appreciated by customers, partly because they are rare attributes, and also because they are pleasing and do much to facilitate purchasing. A desire to satisfy should always be manifested by clerks, even when the mercury is creeping far into the nineties.

Further Reports of the Apple Crop.

The following additional reports have been received relative to the condition of the apple crop in this State:

Edwy C. Reid, Allegan: I have your enquiry of July 22, as to the apple crop of this vicinity. It is understood to be 60 per cent. of the average crop and I know of no reason why the quality should not be as good as usual—perhaps rather better—for the fruit is well distributed through the trees. The growers do not expect, from any conditions that have existed so far, an earlier ripening than common.

O. P. DeWitt, St. Johns: Average crop—about 60 per cent. Quality better than last year. Mature about as usual.

Geo. L. Thurston, Central Lake: Replying to your letter of July 22, enquiring about the apple crop, I have made numerous enquiries of the fruit growers and while there is quite a variety of opinion in the matter, I judge that the crop will fall behind the average. In some sections it will be an entire failure, while in others it will be quite good. The rains are not supposed to hasten maturity.

Cook and Policeman.

"Why don't you get dinner?" he asked.

"You didn't marry a cook," she replied, simply.

Time passes. It is now the dead of night, and muffled footfalls are heard.

"Why don't you go and drive the burglars away?" she exclaimed.

"You didn't marry a policeman," he said.

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

We Are Not Getting Enough Good Dairy Butter

to supply our trade. If you have any fine stock to offer, write us at once, or ship us on consignment, and we can get you a good price.

STROUP & CARMER,

Wholesale Produce and Commission.

38 South Division St., Grand Rapids, Mich.

You Would be Satisfied

to ship your Peaches, Pears, Plums, Apples, Huckleberries, etc., to

Strange & Nokes,

Wholesale Fruits,
Cleveland, Ohio.

Vast Quantities of Farm Produce Consumed in Gotham.

From the New York Commercial.

The quantity of vegetables required by the New York market annually runs into the thousands of carloads, aggregating millions of dollars in value.

The term vegetables in this case is intended to include all varieties of garden truck, from potatoes to the fancy products of which comparatively few are used. Each nationality represented in the city's population has its favorite variety, but all use potatoes. Total receipts of potatoes for a year are over 2,000,000 barrels, representing a value of \$3,500,000 to \$4,000,000. They come from all parts of the country, principally from the Eastern and Northern sections, and there isn't a day in the year when potatoes are not received. For instance, yesterday was a light day in this market, comparatively speaking, yet receipts were 1,780 barrels. A year ago yesterday was much lighter, only 340 barrels arriving. Total receipts since Jan. 1 have been 1,694,580 barrels, compared with 1,377,265 barrels during the corresponding period last year. The highest price now is \$2. with an average price of \$1.75.

It is hard to say what vegetable is second in importance to the potato. No statistics are kept of the bulk of vegetables, but receipts of onions yesterday were 469 packages. The total for the year up to date is 115,000 packages. There may be an average of 250,000 packages received yearly. An accurate estimate of the quantity is impossible, because a package is anything the shipper happens to have. Barrels, boxes, crates, baskets, and sometimes a package of original design is improvised. The production of onions is as general as that of potatoes, but the bulk of supplies for this market comes from Orange county, Connecticut, and some parts of the West. Early in the season they come from the South, but the Southern crop doesn't last long, giving way to Orange county and Connecticut stocks, which are especial favorites with consumers.

Cabbage, perhaps, ranks third in importance in the vegetable market. An enormous quantity of cabbage is sent to this market, but an approximate estimate can not be given, because cabbages come so irregularly. From the South cabbages come in barrels. Nearby stocks are sold by the hundred. Long Island and Jersey growers haul cabbage to market in bulk. Mohawk Valley producers send cabbage here in train loads. Under such circumstances it is manifestly impossible to undertake an estimate.

The value of the crop reaches hundreds of thousands of dollars every year. That is the most that can be said. More than that, the quantity of cabbage taken here increases annually and is probably double now what it was ten years ago.

After cabbage follow beets, turnips, egg plant, carrots and some varieties of minor importance, including lettuce and other kinds of crisp leaved plants, and celery, the latter in great quantity. To estimate the quantity and value of these varieties used in this market is a task from which the best posted men in the business shrink. The market gardens of Long Island, Jersey and the Hudson and Mohawk Valleys pour their supplies in here throughout the season, in addition to the immense quantities shipped from the South.

Beets are irregularly packed. They come in bunches of a dozen, selling by the 100 bunches; they come in barrels and they come in bulk, with and without their tops, consigned at a definite figure for the shipment. The same is true of turnips, although after the season is fairly open they come principally in barrels. Carrots come with the heads on principally, and lettuce comes in cases when the season opens, but later is packed in barrels, selling at a wide range per barrel. A number of men were asked to estimate the total quantity and its value, but in the absence of an attempt to keep statistics they would not undertake it.

The large hotels and boarding houses are important customers. In recent

years the best hotels, finding it impossible to purchase the grade of vegetables required by their custom in the open market, have established farms of their own, and produce the vegetables used on their tables themselves.

It makes considerable difference in the trade of some commission houses, but in view of the fact that miscellaneous trade increases regularly, the withdrawal of such buyers from the market has had no influence.

The number of men employed in the vegetable trade is large. There are fully 500 firms in the West Side market district alone, and all over the city there are green-grocers, butchers and grocers who make trade in vegetables part of their business. Probably two-thirds of all the grocers and butchers handle vegetables. The aggregate is thus vastly increased and indicates in a general way the importance of the business. Add to these the farmers and one will find a vast army engaged in supplying this city with vegetables.

What Split the Log.

"There's nothing like giving a boy a little encouragement, once in a while," said a wealthy down-town merchant the other day. "I know I owe a great deal to a remark a crabbed old farmer made to me when I was quite small.

"I was trying to split a cross-grained hickory log, and, as our wood-pile was close by the roadside, my efforts attracted the notice of a farmer, who stopped his team.

"I was greatly flattered by his attention, because he was the crossiest and surliest man in town, and never took any notice of us boys, except to sit in his orchard with a shotgun in his hand when the apples were ripe. So I put in my best licks, and covered my hands with blisters, but the log refused to split. I hated to be beaten, but there seemed no help for it. The old man noticed my chagrin.

"Humph! I thought you'd hev to give it up!" he said, with a chuckle.

"Those words were all I needed. "I made no reply; but the way that ax-head went into that log was a revelation to me. As I drove it into the knots they yielded. There was a cheerful crackle, the gap widened, and soon the halves lay before me, and the farmer drove off discomfited.

"But I never forgot that scene. When I first went into business, I made mistakes, as every young man will. But whenever I got caught in a doubtful enterprise, I remembered that my friends were standing around waiting for the chance to say: 'I thought you'd have to give it up!'

"In spite of himself, that old farmer gave me the keynote of my success.

"So you see that if a boy has any grit in him, he is bound to profit by the right sort of encouragement; and, in that connection, I may remark, a well-placed sneer is often worth more than a barrel of taffy."

Diamond Cut Diamond.

A carpenter, sent to make some repairs on a private house, entered the apartment of the lady of the house with his apprentice. "Mary," the lady called to her servant, "see that my jewel case is locked at once!" The carpenter understood. He removed his watch and chain from his waistcoat with a significant air, and gave them to his apprentice. "John," he said, "take these back to the shop. It seems that the house isn't safe."

Thousands of little apple trees, some already five inches high, have been found growing on the Western shores of the islands of Mull and Iona, on the Scottish west coast, just above high-water mark, and the crofters are transplanting them to their gardens. The seedlings have grown from the apples cast ashore from the Dominion Line steamer Labrador, wrecked last fall.

The rain does not fall alike on the just and the unjust; the latter always has the umbrella.

Vinkemulder Company

Jobbers of

Fruits and Vegetables



The Main Idea or object of this advertisement is to let you know we are in business, this kind of business, and induce you to write to us—send us your orders, perhaps. We'll take chances on pleasing you so well that you will want to continue sending us your orders. We make right prices. We ship good goods. We want you to know it. You can have our weekly market forecast and price list for the asking.

Plums, Pears and Apples are now coming in fine.

J. W. LANSING,

WHOLESALE DEALER IN

BUTTER AND EGGS

BUFFALO, N. Y.

The past week has been a hard one on eggs as the weather has been very warm and this makes the trade all the more particular when buying. I have cleaned up all receipts daily of good stock at full top prices and our market is steady and firm. Send me your butter and eggs.

REFERENCES:

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

Dun or Bradstreet.
Michigan Tradesman.

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.

CIGARS CIGARS CIGARS CIGARS CIGARS



THIS IS A BIRD

STANDARD CIGAR CO., Cleveland, Ohio.

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

PRINTING FOR PRODUCE DEALERS

Tradesman Company
Grand Rapids.

IN DRY OLD KANSAS.

Sad History of a Promising Dry Goods Clerk.

Written for the TRADESMAN.

It was by no means easy to find work. Bill had visited almost every store in Denver without success. Inexperienced help was not wanted. Six months in a Kansas country store does not count as experience in the eyes of these city store managers. "We want young men of genteel appearance and not farm hands behind our counters," was the reply of one heartless manager, and the boy had left the store with his heart in his boots.

It was within an hour of closing time when, with hesitating, discouraged step, the boy came into our store. I was standing in the aisle near the door and the young stranger, evidently taking me for the manager, asked awkwardly enough if I could give him a job. I at once told him that he would have to see the manager about that; but, before directing him to the manager's office, I invited him to sit down and have a talk with me. This sort of treatment seemed to astonish him, for he said, with a look in his eyes very suggestive of tears, "I hope you'll excuse me, sir, but I've been in this big city a whole week and you're the first man that has spoken a kind word to me, and it sort of makes me—well, I'm too big a fellow to be seen crying, but I feel just that way."

"You're not used to city ways yet and it's so easy to become discouraged; but you must not lose heart. If you fail to find the class of work you're looking for take anything that you can get, if only it's honorable. When I was about your age circumstances which I could not control set me adrift in a large Eastern city with scarcely a cent to my name. I had never done any work in my life and wherever I applied my inexperience turned me down; but I finally got a chance to drive a wholesale delivery wagon and took it. The work was heavy and hard for me; but I stuck to it, wrestling day after day with barrels of sugar and flour and such stuff. At last I got a chance at easier and cleaner work.—Where did you come from?"

"My folks live on a farm back in Western Kansas."

"In Kansas, eh? Well, that's about the last place the Lord made. It was because of a disastrous speculation in a town boom there that my father lost his money and I was obliged to strike out for myself. So your folks live in Western Kansas.—What did you leave for?"

"Well, I had a number of reasons. The principal one was that I hate farm work, especially when every crop fails. I got a job clerking in the village store there and I liked the work. It was pleasanter to be dressed up every day than it was to wear overalls and feed hogs and milk cows and slave from dawn until dark and get nothing for it. Crawford, the store-keeper, paid me \$12 a month and my board; and when I worked for father I got nothing. I worked in the store for six months and then spring came and father took me back to the hateful old farm. I disliked it worse than before I went to work for Crawford, and I made myself so disagreeable that father couldn't stand it and he gave me a thrashing and I ran away and came here. I've been on the point of going back many a time when I'd think of mother; but I would fight the feeling away, for there's nothing ahead on that farm but failure. There hasn't been half a crop of anything for

the last three years and it's just work, work, work, and not a cent in return."

"Of course you have written to let them know that you're alive and safe?"

"No, I don't dare write, for then father'd come after me and take me back, and back I ain't a going if I have to go to work on a farm in Colorado. I'm not going to forget them by any means, but I don't intend to write until I have got a good place and earned a couple of hundred dollars; then I'll write and send them the money."

"That's very good in you; but think how your mother will worry and fret all that time while you are saving that two hundred dollars."

"Now please don't talk about my mother. I know all that just as well as you do and it's hard enough to do it without having my feelings stirred up by talking about it. I'm obliged to you for showing an interest in me, but I guess it's near closing time for these town stores and if I'm to see the manager I'd better do it now."

"Stay right where you are and I'll see if I can find him for you."

I was in need of an assistant in my linings department and thought that a word to the manager might prove of advantage before he interviewed the young countryman. I had seen so many instances of young fellows from the country making first-class salesmen that I wanted very much to try him. He was a handsome fellow and needed only a little polishing to make him as swell as the next one. His talk with me had been so free and honest that I decided he was just the fellow we needed. Instead of having the young fellow come to his office the manager came down to my department to see him.

"Mr. Allan tells me you are looking for a place," the manager began in his direct way.

"Yes, sir."

"Have you had any experience in selling dry goods?"

"Yes, sir; I worked in a general country store for six months."

"Hm, that doesn't count for much in a store of this kind. Do you know anything about linings?"

"Yes, sir; I know cambrics and percalines and buckrams. We handled only such linings as the country people needed; but I could soon learn the others."

"How old are you?"

"Eighteen."

"What's your name?"

"William Ellis."

"What wages would you expect if I gave you a place?"

"That is a question I can't answer, but I don't intend to work for nothing; besides, I know nothing about the wages paid in a city like this. I am a stranger here."

"Well, what is the least you will work for? You're not worth much to us, you know; you lack experience in city ways and with city people."

"If you would make me an offer I could tell whether I could take it or not."

"Hm, Smart, you can start in to-morrow morning in the linings department at five dollars a week, and if your work there is as good as your answers to my questions I may make it more. You will be under Mr. Allan's charge and expected to do as he directs."

That a burden of no inconsiderable weight was lifted from the young man's shoulders was evidenced by the brightness of his face as he took his departure.

I was not mistaken in William Ellis. He started in to learn everything there was to be learned in his department and as the weeks went by the signs of his thoroughness were everywhere apparent. His portion of the stock was always well kept and free from dust. One of the most noticeable features about his work was that many of the more important customers liked to have him wait on them. This I saw was due to the fact that he never lost patience. His sales always equaled and frequently exceeded those of the others at that counter. It was interesting to me to watch the boy's development from the awkward, self-conscious country fellow into the up-to-date city youth. At the same time I began to fear that with the outward signs of this change the chance for the two hundred dollars that was to be saved was growing pretty slim, and that the mother waiting back there on the little Kansas farm would wear her heart out ere she had news of her boy.

* * *

A year and six months passed quietly away and Bill, as the boys soon got to calling him, had been promoted from the linings to the dress goods counter, with a substantial advance in salary. I was soon to leave for New York to buy goods, and I had an idea of going by way of the Union Pacific through Kansas and stopping at the village near the boy's home.

The day before I started I asked Bill how his two hundred dollars scheme was working. He seemed pleased that I had asked, and answered me with his usual straightforward frankness:

"I've got it all but ten dollars, and that I shall have next week. I've been wishing I could be there and see them when they get my letter; but I'm sure to hear from mother right away, and that will be everything to me."

It was four o'clock in the afternoon when the Union Pacific train upon which I had left Denver stopped at the little Kansas town. I was the only passenger who got off, and the object of no little curiosity to the half-dozen men and boys loafing on the platform of the miserable little depot. I asked one of the men where I would find Crawford's store and he obligingly went with me to show the way.

The store, like the depot, was dilapidated and forlorn looking. Inside there were the village postoffice and a small disorderly-kept stock of general merchandise. I took the place in at a glance and thought that the farm must be pretty bad when work in a store like that was preferable. Crawford, the store-keeper and postmaster, came for-

ward at once, evidently mistaking me for a drummer. I entered upon the object of my errand at once by asking him if a family by the name of Ellis lived near the town.

"Why, yes; his place is three miles due north of town. But there ain't anybody living there now. Poor Ellis has had a lot of bad luck during the last couple o' years. His boy ran away something over a year ago and the young scamp never so much as wrote to let them know he was alive. I never thought it of that boy either, for he was one of the best and biggest hearted boys, when he worked for me, that I ever saw. For a long time his mother didn't give up hope of hearing from him. She'd come to town twice a week as reg'lar as clock-work to get a letter from her boy, and she never got it. It was downright pitiful to see her when I'd say there wasn't any. Sometimes she'd go away without saying anything and sometimes she'd ask me if I was sure I'd looked the letters over carefully. She always came with hope in her heart and went away without it. About two months ago she quit coming and Ellis himself came instead. He told me his wife was ailing. After a week or so Ellis went to the county town and fetched a doctor out to see his wife; but he said he couldn't do anything for her, as she had no bodily ailment. The only thing that would ever help her was to see her boy or to hear from him. Her heart was broken and she simply faded away. I was one of the pallbearers at her funeral two weeks ago, and it was the saddest thing I ever had to do. Right away after the funeral Ellis sold everything off and went back East to Indiana. The last thing he said to me was that if a letter came addressed in his boy's handwriting I was to open it, find out where he was and send it straight back to him; that he wanted neither to hear from nor see him again in this world."

In justice to the boy I now told the store-keeper what he had been doing during the past year and a half, and asked him to write to the father and tell him all that I had said, and also to notify Bill of his mother's death.

The three hours remaining before I could get an eastbound train dragged themselves heavily by. The story I had listened to made me feel sorry and depressed and I was more anxious to get away from the ugly little town than I had been to see it. It was with a sigh of relief that I stepped aboard the train at eight o'clock and resumed my journey.

When I returned to Denver after spending four weeks in New York I found that Bill had gone. He had told no one where.

MAC ALLAN.

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.

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.



Detroit, Mich. July 1, 1899.

Messrs. Phipps, Penoyer & Co.,

Saginaw, W.S., Mich.,

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

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

Awaiting your further commands, we are

Respectfully yours,

The Hemmeter Cigar Co.

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

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Aug. 5.—Vacation is the word this month and the helpers in the wholesale stores whose faces are familiar more than eleven months every year are conspicuous by their absence. Business is good and huge supplies are going by every train and boat. Prices are firm and the situation everywhere is encouraging.

The situation so far as coffee is concerned remains practically without change and the article, being in such liberal supply, is about as dull as anything on the list. Receipts as daily reported from both Rio and Santos range from 50,000 to 65,000 bags and prices continue on the basis of 5½¢ for Rio No. 7 in an invoice way. In store and afloat the stock aggregates 1,223,586 bags, against 883,588 bags at the same time last year. Mild grades are in moderate request, but quotations are pretty firmly adhered to, with good Cutata at 7½¢.

There has been a fair amount of business in sugars, but mostly in withdrawals on contract, and really comparatively few new orders come to hand. The Trust refineries are several days behind on deliveries and on one grade, No. 5, are said to be two weeks behind. Raws are very firm and no surprise will be felt should an advance occur.

There is a better feeling at the moment in teas, although no important transactions have occurred. Prices are practically unchanged, but there is a firm undertone. Fair trading has been done in invoices.

Rice stocks are small and values are well maintained, although orders have been for small quantities, as a rule. Japan seems to show a little advance, being quotable at 4½¢.

Spices are quiet, although the situation contains rather more encouragement than of late, and dealers express considerable confidence in the future. Singapore pepper, 10½¢@11¢.

The molasses market has exhibited little of interest. For future delivery, however, there has been some enquiry and dealers generally express confidence in the situation. Good to prime centrifugal molasses is quotable at 16¢@26¢. Syrups are in light supply. Exporters have had considerable trade and prices are generally firm. Prime to fancy sugar, 18¢@22¢.

After months of activity in the canned goods market, there is another story this week and we have an irregular if not lower market. Of course, no special activity in anything ought to be looked for, but after this month we may again chronicle a lively trade. Two weeks ago string beans were quoted at 65¢. Now they are only 50¢, delivered here. Tomatoes are lower and weak. Packers of New York State peas are said to be 20¢@40 per cent. short in deliveries. Tomatoes, New Jersey brands, 70¢@72½¢. Spot N. Y. corn, 70¢@75¢.

There is a steady spot demand for

dried fruits, but with little future business, and this is true both of Pacific coast and domestic. California raisins, loose Muscatels, are about the best selling article and the tendency is toward higher prices.

Hardly any change has taken place in the butter situation during the week and quotations remain practically the same. However, receipts are lighter for the past few days, and the feeling is steady. Extra Western creamery, 18¢; firsts, 17¢@17½¢; seconds, 16¢@16½¢; finest Western dairy, 14¢@15¢; thirds to firsts, 12½¢@14¢; extra fancy, 14¢@14½¢; Junes, 13¢@14¢.

Cheese is quiet and scarcely anything is doing beyond everyday business, and that of small proportions. Large size, full cream, white, 9½¢; colored, 9½¢, although this is rather extreme. Small, colored, choice, 9½¢.

Most of the eggs obtainable will not grade very well as to quality and are being worked off for what they will bring. Extra Western, 15¢@15½¢. Western average prime, 11¢@12¢.

Neither buyer nor seller seems to take much interest in the bean situation, although if anything the market favors the former. Choice marrow, \$1.45@1.47½; medium, \$1.32½@1.35; pea, \$1.32½@1.35.

Provisions are fairly active and the market shows more activity than a week ago. New mess pork, \$9@9.75; family, \$11@11.50; short clear, \$10.25@12.

Labor Saving Machines.

Foreign manufacturers gaze with amazement and incredulity upon our labor saving machines, the men who drive them and the work they turn out. We handle materials and turn out products in quantities that astound foreign competitors. Where else in the world but at our lake ports can you see a steamer unloaded of thousands of tons of ore between sunrise and sunset? Where else can you see cars of coal taken bodily from the tracks and their contents emptied at one operation in the hold of a steamship? In such performances lies the secret of our success in manufacture and our ability to produce cheaply. We have the highest priced labor in the world, and with it we produce goods at the lowest cost.—Age of Steel.

AMERICAN CARBIDE CO., Ltd.

Jobbers of

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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.

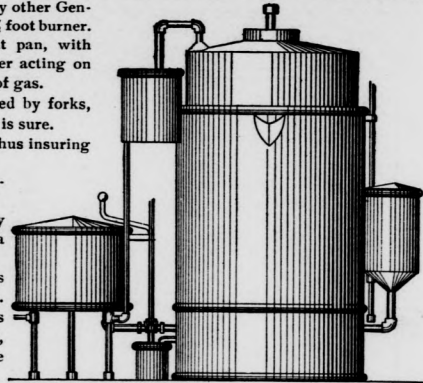
Jackson, Michigan.

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

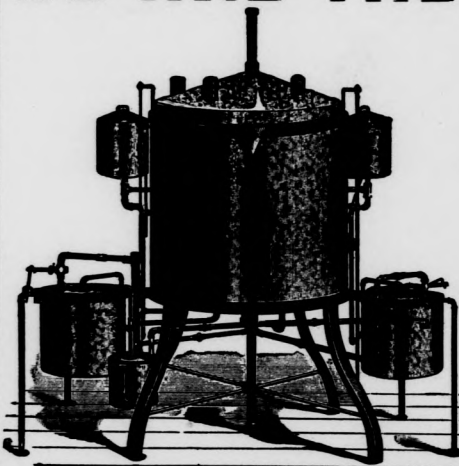
1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to ½ foot burner.
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Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

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

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



Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

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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 CO., 129 Jefferson Avenue, Detroit, Mich.
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Commercial Travelers

Michigan Knights of the Grip.

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Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Grand Rapids Council No. 131.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

N. A. Goodwin (Eli Lilly & Co.) has gone to Niagara Falls and will spend a couple of weeks in Central New York before returning home. He is accompanied by his wife.

Will Jones (Lemon & Wheeler Company) is spending a week among the scenes of his childhood days in Ontario. His territory is being covered in the meantime by Austin K. Wheeler.

M. J. Rogan has relegated his bat trunks to the attic for a brief respite from business cares and is spending a portion of his vacation with friends here. He is accompanied by his family.

Oscar J. Kremer has resigned his position as traveling salesman for the Menominee Hardware Co., to take effect August 15. Mr. Kremer has accepted a more remunerative position with the Wilkie Hardware Co., of Fond du Lac.

Frank A. Cameron, for many years a commercial traveler in the employ of Walter Buhl & Co., died from pulmonary trouble at his residence in Detroit Saturday. The funeral services were held Tuesday afternoon by Zion Lodge, F. & A. M.

The new Grand Rapids hotel formed by the consolidation of the Vendome and Park Place—the Plaza—will be opened to the public about Sept. 1. Gen. I. C. Smith will be associated with the Irishes—of Cutler House fame—under the style of Smith & Irish, which is a guarantee that everything will be first-class and that the service will be superb.

W. Earl Flynn, the alleged Cuban cigarmaker who worked wonders in one of M. H. Treusch & Bro.'s windows a few years ago and who has been promoter, salesman and manager of numerous cigar factories since that time, is located for a time at Petoskey, where, as "Prof. W. Earl Flynn," he claims to be an adept in health and facial culture and a graduate from the Dowd School, New York.

Two weeks have elapsed since any ambitious Kalamazoo traveler has announced his intention of usurping the captaincy of the Kazoo traveling men's ball club. There must be at least 200 traveling men in Kalamazoo, and at the rate the thing was going it would require only about four years to give every one of the boys a week's tenure of office. If every one is as office hungry as Aldrich, however, and insists on holding the position three weeks, the chance of some of the boys being captain is exceedingly remote.

L. M. Mills has been regaling his customers during the past month with romantic descriptions of Ottawa Beach, including the dimensions of a sea serpent he alleges to have seen during his sojourn at that resort. Mr. Mills has never been suspected of being on intimate terms with Gambrinus or John Barleycorn, but he should be a little careful how he tells stories about sea serpents to those of his customers who are thoroughly acquainted with him.

J. W. Sleight, who exchanged the thread business for a line of clothing in three of the Rocky Mountain States, is spending his summer vacation with his family here. He says the change of line and territory is a great disappointment to him in one respect, inasmuch as he expected the merchants of the Far West would meet him at his hotel and compel him to open his trunks and book their order at the point of a revolver. Instead of this being the case, he finds the merchants quite as hardbitten and stubborn as their Michigan brethren; in fact, he says he finds it harder to corral their confidence and business than is the case in Michigan.

Cornelius Crawford (Hazeltime & Perkins Drug Co.) is jubilant over the record made by his new horse, Senator K., at the Jackson races last Wednesday, when he won three straight heats in the 2:40 trot and captured a purse of \$150, besides the contents of the pool box. The report that Crawford is to leave the road and devote his entire attention to racing matters lacks confirmation, but his success in developing very ordinary horses into first-class trotters—and getting first-class prices for the nags—gives ground for the belief that he could achieve quite as much reputation in the horse world as he has in the realm of salesmanship.

Saginaw Courier-Herald: S. O. Hudd, who came to Saginaw a number of years ago to accept a position as book-keeper in the First National Bank and who was interested in the organization of the corporation of Thomas Jackson & Co., with which concern he has been connected since, most of the time as traveling salesman, is about to remove from the city. On account of an arrangement recently made by Thomas Jackson & Co. the company is not now obliged to keep a representative on the road. Mr. Hudd has secured a position with the Markham Manufacturing Co., of Plymouth. This company manufactures air guns and is doing an extensive business. Mr. Hudd will retain his stock with Thomas Jackson & Co.

The Tradesman is informed that the quality of the meals served from Edmore on the eastbound Saginaw train has been greatly improved since the publication of a communication in a recent issue of the Tradesman, complaining of the character of the meals. If such is a fact, it clearly demonstrates that the landlord is not past redemption—that he is wise enough to profit by honest criticism and to so improve his service that there will be no cause for complaint in the future. The Tradesman intended to suggest that the matter be further improved by stopping the trains at Edmore and Alma long enough to enable the passengers to partake of a hotel supper, but as Traveler has anticipated the Tradesman in making this suggestion, further discussion under that head is postponed in this department.

Edward W. Bok: A commercial traveler's life is not to be gone into for "the fun of traveling." Travel very soon loses its fun when one must catch

trains at all hours of the night and morning, wait for hours at stations for belated trains, ride in cold, illy ventilated cars, snatch a bite of food at such eating places as present themselves, and often sleep sitting up in a "day coach." Yet all these discomforts enter into the life, particularly at the beginning when a "drummer" is given the small towns. And even after he is years "on the road," and his route covers only the large cities, the life is full of hardships. The life makes one keen—sharpens a man's wits; it develops what there is in him, and gives him experiences without number. No class of men are more interesting than commercial travelers, for their experiences are varied and innumerable; they run up against all kinds and conditions of people. Each customer is an individual problem, to be handled and solved in a way best suited to the individual. The life makes one a keen judge of men; it gives one a knowledge of the country and its people which no other life does in the same period of time. But there is no "fun" in traveling to a "drummer." Don't get that wrong notion in your head. Traveling, as a commercial traveler must travel, is work and the hardest kind of work. The life is only to be commended to one with special adaptability for it. It takes a keen-minded, a quick-thinking, an equable-tempered man, a man, too, of robust health and capable of easy adjustment to all kinds of conditions and inconveniences to make a successful "drummer." The hardest worked men in the country today are those we call "drummers." Selling goods in the face of modern competition in all lines of business, and living as they must at all sorts of hotels, eating at all times of the day, they are a class to whom not half enough credit is given—and, what is more to the point, not half enough salary is generally paid.

For Window Cards.

Goods that fail to hit the public we sell at any price.

Don't pass our bargain window with your eyes shut.

Yes, purchases are "exchanged" as well as made right.

We sell goods cheap, but we don't sell cheap goods.

We make our reputation in having you make a profit.

You are not here to please us, but we are here to please you.

We profit if you are pleased, and we are pleased if you profit.

We like the instruction that is got from a customer's complaint.

We have no "remainders," and "remnants" go at your prices.

We are too busy running up ourselves to run down our rivals.

No advertisement has so loud a voice as giving a good bargain.

Buying is a serious matter—but we will not see you dissatisfied.

If the pattern you want is missing today, we can get it to-morrow.

Don'ts for Young Trimmers.

Don't put in a new trim without thoroughly cleaning the window, for a dingy glass will spoil the effect of the finest trim.

Don't imagine you are at the top round of the ladder because you can trim fairly well. You can still use a few ideas from others.

Don't handle wax figures with bare hands, as you are pretty sure to leave finger marks which can't be rubbed off.

Don't use the same line of goods all the time. A radical change is a great relief to the people. Give all the departments a chance.

Don't be discouraged if you are not a brilliant success at first. Careful, persistent work counts more than genius.

Another Suggestion to President Heald.

Saginaw, Aug. 7—I am pleased to note the commotion which ensued as the result of the publication of my communication in a recent issue of the Tradesman relative to the character of the meals served to the passengers of the Saginaw train on the D., G. R. & W., because I realize that good will result—that the character of the meals will be so greatly improved that some of the traveling men who thought my criticism was too harsh—and, in some cases, felt no compunction in saying so—will concede that I was actuated by the best of motives and that the crusade I inaugurated was absolutely necessary to bring the Edmore landlord to a realizing sense of the injustice he was doing the traveling public by serving such meals on the Saginaw train.

It so happens that my business recently took me to Edmore and I spent a night at the hotel conducted by the man who caters to the train trade. To my surprise, I found everything about the hotel in excellent condition. The rooms were cheery, the beds were clean, the meals were well cooked and nicely served; in short, there was no more similarity between the meals served on the table and those on the train than there is between daylight and darkness.

I have pondered on this for several days and have finally come to this conclusion—that the Saginaw trains should stop for supper at Edmore going east and at Alma going west, so as to permit the passengers to partake of warm suppers at either place, instead of being compelled to resort to an indifferent or positively bad meal on the train.

I am aware that Mr. Heald will probably not thank me for making this suggestion, and that possibly he will suggest that I had better confine my attention to selling goods and permit him to run his railroad, but it is natural for Americans to be wanting to reform something or somebody—besides themselves—and I am therefore led to enquire what difference it would make if the running time of the Saginaw trains were lengthened fifteen or twenty minutes, so as to permit the trains to stop at Edmore and Alma for supper? No connections are made at Saginaw by the eastbound train and the westbound train has 45 minutes to spare before the first train pulls out of the union depot at Grand Rapids. Why, then, can not President Heald see his way clear to give the traveling public an opportunity of indulging in the luxury of a warm supper, served fresh from a kitchen with modern conveniences, instead of condemning the public to the inconvenience and annoyance of a train supper? TRAVELER.

Electricity has been applied to the manufacture of glass. Formerly difficulties were experienced in melting the ingredients owing to the particles of coal and cinders entering the crucible, to the injury of the product. These are now eliminated by employing an electric arc within a carbon crucible to fuse the ingredients. Great economy results, as but 40 per cent. of the coal formerly used is required. A pot of glass can be melted in fifteen minutes; that by the old process would require thirty hours.

Waste of Money.

"I don't mind sayin' I'm disappointed in that boy of mine," observed Farmer Broomback. "I've spent mighty nigh \$3,000 makin' a first-class doctor of him, and when I asked him the other day what would cure a wart, I'm darned if he could tell me."

REMODELED HOTEL BUTLER

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

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Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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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.

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Drugs Not Always What They Seem *

Although there exists no doubt that the adulteration of drugs is extensively practiced, it will surprise you to learn that you are in a greater danger of having goods of inferior quality foisted upon you than drugs which have been adulterated. The average pharmacist wants to be honest, and is anxious not to sell anything but pure goods. He buys powdered drugs with the guarantee that they are pure, and no doubt they are. He fails, however, in the most important part of the transaction.

Let me illustrate. Here is a sample of wild cherry bark; as you observe, it is thick and rough, clearly indicating that it is old and unfit for use. Yet this is often ground, and then sold as a fine grade suitable for making syrup of wild cherry. It certainly is pure, but would you knowingly buy it, particularly in view of the fact that authorities say that the young bark alone should be used? A syrup made from this old bark will have a beautiful color, but very little medicinal strength, owing to the infinitesimal amount of hydrocyanic acid it contains; the young bark will make a lighter-colored syrup, and will contain the full required amount of acid, to which the strong, almond-like odor will testify. Of the two grades of cherry bark, one is heavy and old and useless, the other is young and has the green exterior so much sought after by careful pharmacists. Here, too, the difference in price is a mere few cents per pound.

In the selection of narcotic leaves, such as henbane, digitalis, and belladonna, your knowledge and skill will be taxed to the utmost. Your tinctures of these should be absolutely up to standard requirements, as they are often used in cases of life and death and, generally, in very severe ailments. I have known druggists to make their tinctures from the stuff usually sold in ounce packages, which in most instances is the poorest goods obtainable.

Can it be wondered at if a physician passes a dozen stores in order to have his prescriptions put up by some man who is careful and discriminating? His experience has taught him that of him he is sure to get reliable goods. Now this occurs in Boston every day. You can buy these goods as low as twenty cents per pound if you like, but I am sure you will agree with me that the leaves I show here are cheaper at fifty cents.

Balsam Peru, owing to its high price, should merit your careful attention, for it is a great deal easier to get a spurious article than a true one. Like many other goods the quoted market prices can not be relied upon. The value of balsam Peru depends largely on the amount of cinnamic acid it contains.

Gum myrrh is sold at from twenty-five

*Portions of a lecture delivered to the students of the Massachusetts College of Pharmacy by R. W. Lampha.

to fifty cents per pound. The higher priced article produces the much-desired light-colored tincture, which can not be made from the low grades. Tincture made from the latter will deposit heavy precipitates. It abounds in extraneous matter. In this case, also, it is economy to buy the best only, and I may add that the same applies to all natural gums, as they reach the market associated more or less with foreign matter.

Various chemicals you use in the manufacture of preparations demand your careful inspection. Your hypophosphites must be free from carbonates and phosphates or you will have difficulty with your syrup of hypophosphites; your phosphate of iron must dissolve clearly, which very few do, or else you can not make a good elixir of iron, strychnine, and quinine. I might mention more, but these will serve as illustrations.

Neither can you rely implicitly on what the labels tell you. Only a few weeks ago a lot of sulphate of zinc, which was labeled C. P., was returned to a local house because it contained iron. After considerable squirming, they finally admitted that they never had made a C. P. article, and could not!

Would you buy ground or cut vanilla beans for making extracts? Never do it! You are paying a premium for rascality. Vanilla beans should be bought whole. There is no object in grinding beans unless it is to get rid of the ill-shaped, inferior, or lice-infested bean. Good beans bring a fair price. You can easily reduce them to a pulp by means of a small household meat machine. Then you know just what you are making an extract of.

Will a vanillin extract be as good as an extract from the bean? It can not be. Vanilla beans contain a number of different constituents, which in the extract blend after a time to produce the fine vanilla bouquet. Vanillin is not made from the bean.

Which kind of bean is the best? A high grade Bourbon bean is much in favor now. Qualities are apt to be more uniform and the beans are never infested with vermin, the Tyroglyphus sicculus. Mexican beans are becoming higher in price and poorer in quality with each year. There are beans in the market—the Tabiti, Pompona, and Vanillon—which are used chiefly by Southern manufacturing tobaccoists. They are hardly suitable for vanilla extract.

The so-called Messina essences—oil of lemon and oil of orange—do not escape the cupidity of the native dealer by any means. They are often mixed with French deodorized turpentine with such skill as to defy the refractometer and polariscope. Mixed oils often show the same degree of optical rotation as the pure oils. Indeed, an oil of lemon containing 15 per cent. of turpentine will often have a more characteristic lemon odor than the pure oil, although it must be admitted that it is not as suitable for use. These oils have been the subject of thorough investigation by a former United States consul, Mr. Coughy, who declared that most oils were adulterated, but that pure oils were obtainable, although of course not at the prices usually quoted.

Moreover, so-called "brands" are not always to be relied upon, as these "brands" simply indicate that the oil from different sources, pure and impure, are thrown together by some col-

lector or broker and by him put on the market under his distinctive mark. This accounts for the wide variation in qualities. There is but one satisfactory test, the determination of the amount of citral and limonene they contain, by fractional distillation.

Is it not advisable to buy oils in sealed original packages, oils such as sandalwood, bay, etc.? Not necessarily. The so-called sealed packages are often a fraud and do not come from the countries they are said to come from. Take oil of bay, for instance. The finest oil is distilled right in New York City! I should not consider a sealed package as a guarantee of purity by any means. To me it would be a badge of suspicion.

Is oil of peppermint adulterated? Hardly with intent. Qualities differ considerably, owing, perhaps, to the careless collection of the leaves. There is a redistilled oil which is water-white and commands a higher price than the ordinary oil. This is to be preferred.

Do you think oil of peppermint is deprived of its menthol and afterward sold? I do not. In the first place, the menthol in oil of peppermint is not the menthol you are familiar with. That of our native oil is called pip-menthol. The article you sell is the Japanese menthol and is a different thing entirely.

Is saffron as good as natural oil of sassafras? Saffron is a good article for flavoring soaps, but for pharmaceutical purposes the natural is to be preferred.

Do wholesale houses buy inferior or adulterated goods knowingly? Not by any means. It is rather through ignorance than otherwise. You do not want to pay the penalty for their ignorance, though.

"In ways that are dark and tricks that are vain the heathen Chinese is peculiar," and one of his peculiarities is often shown in oils of cassia and anise. For years their method of distilling these oils was shrouded in mystery. But science has at last penetrated their secret, with the result that manipulations are now easily detected. Anise is dependent on the amount of anethol it contains; oils of cassia and cinnamon on their content of cinnamic aldehyde. The best oil of cassia, for instance, should contain about 80 per cent. of cinnamic aldehyde; but the article generally found in the market contains only about 60 per cent. This, you can readily understand, makes quite a difference in values.

Oil of rose also offers a great opportunity for the unscrupulous dealer. More impure oil enters our ports than the original article. Only a few days ago I saw a letter from an honest dealer in Turkey, in which he declared that to his positive knowledge only one house insists upon and gets from his city an absolutely pure oil. Spurious oil of rose is a hard thing to detect at first glance, yet an acute and trained sense of smell will often discover the geranium odor. Pure oil of rose will congeal at a comparatively high temperature. The crystallization will be clear and transparent, provided the oil has not been shaken. The geranium in mixed oils will develop in the making of prepara-

tions, particularly in artificial rose water. Lately, various brands of so-called synthetic oil of rose have appeared in the market under various proprietary names. These, to my mind, are merely mixtures of oil of geranium, with some true oil added. They are dismal failures in any case and bear merely a resemblance to the true oil.

The Drug Market.

Opium—Is dull and declining.
Morphine—Is steady at unchanged prices.

Quinine—Is steady at the recent decline.

Acetanilid—On account of the competition of a new manufacturer, has declined.

Cocaine—Has been advanced 25c by all manufacturers.

Cocoa Butter—Is much higher abroad and has advanced in this market.

Cuttlefish Bone—Is tending higher. The catch will be very small and extreme prices are looked for.

Ergot—Is advancing daily and much higher prices are looked for.

Glycerine—One large manufacturer has advanced the price 1c per pound, on account of the very high price for crude. Other manufacturers will probably follow.

Salicine—Has been advanced 50c per pound, on account of the scarcity of crude material.

Santonine—Has again advanced and is tending higher.

Essential Oils—Anise is firm at the advance. Natural wintergreen is scarce and higher. Cloves have declined on account of competition. This oil should be higher on account of the advance in spice. Pennyroyal is very firm, and tending higher.

Spices—Cloves are firm and tending higher. Nutmegs have advanced.

Seeds—Anise, on account of damage to crop, has advanced. Canary seed has also been advanced and will be much higher.

Linseed Oil—Is dull and lower.

Analogous Arguments.

There is an argument used by old fogies as follows: "I don't buy goods from firms who advertise, because the fellow who advertises must increase the price to pay for his advertising." This is a parallel of the question: Does the substitution of steamboats for sailing vessels increase the cost of carrying? Does the substitution of railroads for stage coaches increase the cost of traveling?—Boyce's Hustler.

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Permanent and reliable. Remedies positively harmless. Cures positive and permanent. Send for pamphlet and terms to

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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—

WAIT FOR THE WINNER

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

HAZELTINE
& PERKINS
DRUG CO.,

GRAND
RAPIDS,
MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 00
Fraser's.....	75 9 00
IXL Golden, tin boxes.....	75 9 00
Mica, tin boxes.....	75 9 00
Paragon.....	55 6 00

BAKING POWDER.	
Absolute.....	45
1/2 lb cans doz.....	85
1 lb can doz.....	1 50
Acme.....	
1/2 lb cans doz.....	45
1 lb cans doz.....	75
1 lb can doz.....	1 00
Bulk.....	10
Arctic.....	
6 oz. Eng. Tumblers.....	85



6 oz. cans, 4 doz case.....	80
9 oz. cans, 4 doz case.....	1 20
1 lb. cans, 2 doz case.....	2 00
2 1/2 lb. cans, 1 doz case.....	4 75
5 lb. cans, 1 doz case.....	9 00
El Parity.....	
1/2 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.....	
1/2 lb cans 4 doz case.....	85
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

JAXON	
1/2 lb cans, 4 doz case.....	45
1 lb cans, 4 doz case.....	85
1 lb cans, 2 doz case.....	1 60

Jersey Cream.	
1 lb. cans, per doz.....	2 00
9 oz. cans, per doz.....	1 25
6 oz. cans, per doz.....	85
Our Leader.....	
1/2 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50
Peerless.....	
1 lb. cans.....	85

CANNED GOODS.	
Tomatoes.....	80 90
Corn.....	80 10 00
Hominy.....	80
Beans, Lima.....	70 10 30
Beans, Wax.....	90
Beans, String.....	85
Beans, Baked.....	75 10 00
Beans, Red Kidney.....	75 85
Succotash.....	95 10 30
Pears.....	50 85
Pears, French.....	2 25
Pumpkin.....	75
Mushroom.....	15 22
Peaches, Pie.....	1 09
Peaches, Fancy.....	1 40
Apples, gallons.....	23 25
Cherries.....	90
Pears.....	70
Pineapple, grated.....	1 75 2 40
Pineapple, sliced.....	1 31 2 25
Pineapple, Parson.....	1 70
Strawberries.....	1 10
Blackberries.....	80
Raspberries.....	85
Oysters, 1-lb.....	91
Oysters, 2-lb.....	1 55
Salmon, flats, key.....	1 70
Salmon, 1/2 lb. flats.....	95
Salmon, Red Alaska.....	1 25
Salmon, Pink Alaska.....	95
Lobsters, 1-lb. Star.....	3 30
Lobsters, 2-lb. Star.....	3 90
Mackerel, 1-lb. Mustard.....	1 75
Mackerel, 1-lb. Soused.....	1 75
Mackerel, 1-lb. Tomato.....	1 75
Shrimps.....	2 00
Sardines, 1/2 domestic.....	3 1/2 3 40
Sardines, mstrd, dom.....	5 1/2 7 1/2
Sardines, French.....	8 2 22

BLUING	
CONDENSED PEARL	
Small, 3 doz.....	40
Large, 2 doz.....	75
BROOMS.	
No. 1 Carpet.....	2 31
No. 2 Carpet.....	2 11
No. 3 Carpet.....	1 85
No. 4 Carpet.....	1 45
Parlor Gem.....	2 50
Common Whisk.....	95
Fancy Whisk.....	1 10
Warehouse.....	2 70

CANDLES.	
8s.....	7
16s.....	8
Paraffine.....	8
Wicking.....	20

CATSUP.	
Columbia, 1/2 pint.....	2 00
Columbia, 1/4 pint.....	1 25
CHEESE	

Acme.....	10
Amboy.....	11
Butternut.....	10
Carson City.....	10
Elsie.....	10 1/2
Emblem.....	11
Gem.....	11
Gold Medal.....	10
Ideal.....	11
Jersey.....	10
Riverside.....	10 1/2
Brick.....	12
Edam.....	70
Leiden.....	17
Limburger.....	13
Pineapple.....	50 75
Sap Sago.....	17
Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.....	
German Sweet.....	23
Premium.....	35
Breakfast Cocoa.....	46

COFFEE.	
Roasted.	
Rio.....	9
Fair.....	10
Good.....	12
Prime.....	12
Golden.....	13
Peaberry.....	14
Santos.	
Fair.....	14
Good.....	15
Prime.....	16
Peaberry.....	18
Maracabo.	
Prime.....	15
Milled.....	17
Java.	
Interior.....	26
Private Growth.....	30
Mandehling.....	35
Mocha.	
Imitation.....	22
Arabian.....	28
Roasted.	
Clark-Jewell-Well's Co.'s Brands.....	29
Fifth Avenue.....	29
Jewell's Arabian Mocha.....	29
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sancalbo.....	21
Breakfast Blend.....	18
Valley City Maracabo.....	18 1/2
Ideal Blend.....	14
Leader Blend.....	13 1/2

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arabuckie.....	10 50
Jersey.....	10 50
McLaughlin's XXXX.	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract.	
Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummel's 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 43
CLOTHES PINS.	
5 gross boxes.....	40

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

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

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

CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30
Bulk in sacks.....	23

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

COUPON BOOKS.	
Tradesman Grade.....	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Economic Grade.....	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Superior Grade.....	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Universal Grade.....	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00

Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
30 books.....	1 00
100 books.....	2 00
500 books.....	6 25
1,000 books.....	10 00
1,000 books.....	17 50

DRIED FRUITS-DOMESTIC.	
Apples.....	
Sundried.....	7 1/2
Evaporated 50 lb boxes.....	10 1/2
California Fruits.	
Apricots.....	15
Blackberries.....	10 11
Nectarines.....	10
Peaches.....	10 11
Pears.....	7 1/2
Pitted Cherries.....	7 1/2
Prunelle.....	9
Raspberries.....	9
California Prunes.	
100-120 25 lb boxes.....	4
90-100 25 lb boxes.....	5
80-90 25 lb boxes.....	5 1/2
70-80 25 lb boxes.....	6 1/2
60-70 25 lb boxes.....	6 1/2
50-60 25 lb boxes.....	10
40-50 25 lb boxes.....	10
30-40 25 lb boxes.....	10
1/2 cent less in 50 lb cases	

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

FOREIGN.	
Citron.....	21
Leghorn.....	21
Coriscan.....	21
Currants.	
Cleaned, bulk.....	6 1/2
Cleaned, packages.....	7
Peel.	
Citron American 10 lb bx.....	10 1/2
Lemon American 10 lb bx.....	10 1/2
Orange American 10 lb bx.....	10 1/2

Relais.	
Ondura 25 lb boxes.....	2
Sultana 1 Crown.....	2
Sultana 2 Crown.....	2
Sultana 3 Crown.....	2
Sultana 4 Crown.....	2
Sultana 5 Crown.....	2
Sultana 6 Crown.....	2
Sultana package.....	2

FARINACEOUS GOODS.

Farina.	
24 1 lb. packages.....	1 25
Bulk, per 100 lbs.....	3 00
Grits.	
Walsh-De P. Co.'s Brand.....	



24 2 lb. packages.....	1 80
100 lb. kegs.....	2 70
300 lb. barrels.....	5 10
Hominy.	
Barrels.....	2 50
Flake, 50 lb. drums.....	1 00
Beans.	
Dried Lima.....	5 1/2
Medium Hand Picked 1 20 @ 1 25	
Maccaroni and Vermicelli.....	60
Domestic, 10 lb. box.....	2 50
Imported, 25 lb. box.....	2 50

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

Peas.	
Green, Wisconsin, bu.....	1 00
Green, Scotch, bu.....	1 10
Split, bu.....	2 50
Rolled Oats.	
Rolled Avena, bbl.....	4 00
Monarch, bbl.....	3 75
Monarch, 90 lb. bbl.....	2 00
Monarch, 90 lb. sacks.....	1 80
Quaker, cases.....	3 20
Huron, cases.....	2 00

Sago.	
German.....	4
East India.....	3 1/2
Easley's Self Rising Flour.	
Pastry.....	
2 lb. cartons, 2 dz. in case.....	1 80
6 lb. sacks, 1 dz. in case.....	2 40
9 lb. sacks, 1 dz. in case.....	3 35
Entire Wheat.	
2 lb. cartons, 2 dz. in case.....	1 80
Graham.	
2 lb. cartons, 2 dz. in case.....	1 80
Tapioca.	
Flake.....	5
Pearl.....	4 1/2
Pearl, 24 1 lb. pkgs.....	6 1/2
Wheat.	
Cracked, bulk.....	3 1/2
24 2 lb. packages.....	2 50

SALT FISH.	
Cod.....	
Georges cured.....	2 5
Georges genuine.....	2 5 1/2
Georges selected.....	2 6
Strips or bricks.....	6 2 9
Herring.	
Holland white hoops, bbl.....	9 25
Holland white hoop 1/2 bbl.....	5 25
Holland white hoop, keg.....	70
Holland white hoop mchs.....	80
Norwegian.....	80
Round 100 lbs.....	3 10
Round 40 lbs.....	1 40
Scaled.....	15
Flackerel.	
Mess 100 lbs.....	15 00
Mess 40 lbs.....	6 30
Mess 10 lbs.....	6 5
Mess 8 lbs.....	1 35
No. 1 100 lbs.....	13 25
No. 1 40 lbs.....	5 60
No. 1 10 lbs.....	1 48
No. 1 8 lbs.....	1 20
No. 2 100 lbs.....	11 50
No. 2 40 lbs.....	4 91
No. 2 10 lbs.....	1 30
No. 2 8 lbs.....	1 07
Trout.	
No. 1 100 lbs.....	15 00
No. 1 40 lbs.....	6 30
No. 1 10 lbs.....	1 35
No. 1 8 lbs.....	1 20
No. 2 100 lbs.....	11 50
No. 2 40 lbs.....	4 91
No. 2 10 lbs.....	1 30
No. 2 8 lbs.....	1 07
Whitfish.	
No. 1 No. 1 Fam.....	
100 lbs.....	7 00 6 50 2 25
40 lbs.....	3 10 2 90 1 20
10 lbs.....	85 80 38
8 lbs.....	71 66 33

FLAVORING EXTRACTS.	
Perrigo's.....	
Van. Lem. doz.....	75
XXX, 2 oz. obert.....	1 25
XXX, 4 oz. taper.....	2 25
XX, 2 oz. obert.....	1 00
No. 2, 2 oz. obert.....	75
XXX D D pitchr. 6 oz.....	1 75
XXX D D pitchr. 4 oz.....	1 75
K. P. pitchr. 6 oz.....	2 25
Northrop Brand.	
2 oz. Taper Panel.....	1 20
2 oz. Oval.....	1 20
3 oz. Taper Panel.....	1 35
4 oz. Taper Panel.....	1 60

FLAVORING EXTRACTS.



Jennings'.	
D. C. Vanilla	D. C. Lemon
2 oz.....1 20	2 oz..... 75
3 oz.....1 50	3 oz.....1 00
4 oz.....2 00	4 oz.....1 40
5 oz.....3 00	6 oz.....2 00
No. 8 4 00	No. 8.....2 40
No. 10.....6 00	No. 10.....4 00
No. 2 T.1 25	No. 2 T. 80
No. 3 T.2 00	No. 3 T.1 25
No 4 T.2 40	No. 4 T.1 50

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, Cochiti	18
Ginger, Jamaica	23
Mace, Batavia	55
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

STARCH.



Kingsford's Corn.

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

Kingsford's Silver Gloss.

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

Diamond.

64 10c packages	5.00
128 5c packages	5.00
32 10c and 64 5c packages	5.00

Common Corn.

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

Common Glass.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

TABLE SAUCES.

LEA & PERRIN'S SAUCE



The Original and Genuine Worcestershire.

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

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
Seldenberg & Co.	55@125 00
G. P. Sprague Cigar Co.	10@35 00
The Fuitou Cigar Co.	1@35 00
A. B. Ballard & Co.	3@15 00
B. M. Schwarz & Co.	3@110 00
San Teim	3@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	3
No. 3, per gross	55

WOODENWARE.

Baskets.

Bushe's	1 00
Busbels, wide band	1 10
Market	30
Willow Cloth & large	6 25
Willow Cloth, medium	5 50
Willow Cl. thes, mail	5 00

Pails.

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

Tubs.

24-inch, Standard, No. 1	5 50
18-inch, Standard, No. 2	4 55
16-inch, Standard, No. 3	3 35
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, 3 lb. carton	6
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	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6

SWEET GOODS-Boxes.

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

Candies.

Stick Candy.

Standard	7 1/2
Standard H. H.	7 1/2
Standard Twist	7 1/2
Cut Leaf	8 1/2
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	8 1/2
Cut Leaf	8 1/2
English Rock	8 1/2
Kindergarten	8 1/2
French Cream	9
Dandy Pan	9 1/2
Hand Made Cream mxd	13
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
Ital. Cream Bnbs, 35 lb p's	11
Molasses Chews, 15 lb. pails	13
Jelly Date Squares	10

Fancy-In 5 lb. Boxes.

Lemon Drops	25 00
Sour Drops	25 00
Peppermint Drops	25 00
Chocolate Drops	25 00
H. M. Choc. Drops	25 00
H. M. Choc. Lt. and	25 00
Dk. No. 12	25 00
Gum Drops	25 00
Licorice Drops	25 00
A. B. Licorice Drops	25 00
Lozenges, plain	25 00
Lozenges, printed	25 00
Imperial	25 00
Molasses Bar	25 00
Hand Made Creams	80 @ 50
Cream Buttons, Pep.	25 00
and Want.	25 00
String Rock	25 00
Burnt Almonds	1 25
Wintergreen Berries	25 00

Caramels.

No. 1 wrapped, 3 lb. boxes	25 00
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Fruits.

Oranges.

Fancy Rodi's	25 00
Sorrentos	24 50

Lemons.

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

Bananas.

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

Foreign Dried Fruits.

California Fancy	12 1/2
Choice, 10 lb boxes	13
Extra choice, 10 lb boxes new	18
Fancy, 12 lb boxes	22
Imperial Mikados, 18 lb boxes	22
Pulled, 6 lb boxes	2
Naturals, in bags	7

Dates.

Fards in 10 lb boxes	10 1/2
Fards in 60 lb cases	6
Persians, P. H. V.	6
lb cases, new	6
Salt, 60 lb cases	5

Nuts.

Almonds, Tarragona	21 1/2
Almonds, Ivaca	21 1/2
Almonds, California, soft shelled	15
Brazil new	7
Pilberts	10
Walnuts, Granobles	13
Walnuts, Calif No. 1	11
Walnuts, soft shelled	11
Calif.	11
Table Nuts, fancy	11
Table Nuts, choice	10
Pecans, Med.	7 1/2
Pecans, Ex. Large	9
Pecans, Jumbos	12
Hickory Nuts per bu.	1 1/2
Ohio, new	1 1/2
Cocoanuts, full sacks	2 50
Chestnuts per bu.	2
Peanuts.	
Fancy, H. P., Suns.	7
Fancy, H. P., Flaga	7
Roasted	5
Choice, H. P., Extras	5
Choice, H. P., Extras	5
Roasted	6

Grains and Feedstuffs

Wheat.

Old	65
New	63

Winter Wheat Flour.

Local Brands.	
Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	3 25
Rye	3 25

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand.

Daisy, 1/2s	3 75
Daisy, 1/4s	3 75
Daisy, 1/8s	3 75
Worden Grocer Co.'s Brand.	
Quaker, 1/2s	3 60
Quaker, 1/4s	3 60
Quaker, 1/8s	3 60

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s	4 25
Pillsbury's Best 1/4s	4 15
Pillsbury's Best 1/8s	4 05
Pillsbury's Best 1/4s paper	4 15
Pillsbury's Best 1/8s paper	4 05

Ball-Barnhart-Putman's Brand.

Duluth Imperial, 1/2s	4 25
Duluth Imperial, 1/4s	4 15
Duluth Imperial, 1/8s	4 05
Gold Medal 1/2s	4 25
Gold Medal 1/4s	4 15
Gold Medal 1/8s	4 05
Parisian, 1/2s	4 25
Parisian, 1/4s	4 15
Parisian, 1/8s	4 05

Oliney & Judson's Brand.

Ceresota, 1/2s	4 40
Ceresota, 1/4s	4 31
Ceresota, 1/8s	4 21
Worden Grocer Co.'s Brand.	
Laurel, 1/2s	4 40
Laurel, 1/4s	4 30
Laurel, 1/8s	4 20

Meal.

Bolton	1 90
Granulated	2 10

Feed and Millstuffs.

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

Corn.

New corn, car lots	3 1/2
Less than car lots	3 1/2

Oats.

Car lots	27
Carlots, clipped	30
Less than car lots	32

Hay.

No. 1 Timothy carlots	10 00
No. 1 Timothy, ton lots	12 00

Fish and Oysters

Fresh Fish.

Whitefish	9
Trout	9
Black Bass	8
Halibut	16
Ciscoes or Herring	4
Bluefish	11
Live Lobster	20
Boiled Lobster	22
Cod	10
Haddock	7
No. 1 Pickerel	9
Pike	4
Perch	5
Smoked White	8
Red Snapper	9
Col River Salmon	13
Mackerel	21

Shell Goods.

Oysters, per 100	25 @ 1 50
Clams, per 100	21 @ 70

Oils.

E

Hardware

How to Put on Hardware.

All working parts of joinery have movable fixtures to secure them to those parts which are fastened or permanent. So fixings—or, as they are better known, "hardware"—are manufactured for this purpose. By "hardware" is meant the iron and brass hinges, locks, etc., which are placed on doors, windows and such like, and the purpose of what follows is to show the carpenter how to put it on properly.

Should the doors be of various heights, take two standard distances, say nine from the bottom and six from the top, or if desired, place the hinge just below the bottom edge of the top rail, and above the top edge of the bottom rail. Mark the two ends of the hinge with a penknife, then set a gauge to suit the width which will be necessary to let the hinge into the door-edge, which will be regulated by the width of the hinge itself and the thickness of the door, in order that the screws which are to hold the hinge may be turned solidly into the wood and still leave a $\frac{3}{8}$ or $\frac{1}{4}$ margin. A second gauge will be required to set the thickness of the hinge, allowing a little margin, but when it is let into the beveled edge of the door it will come out square to the fore. It must not, however, be so much sunk as to cause it to hingebind when hung. When the sinkage is made in the edge, the hinge can be inserted, and if it be a loose jointed or loose pin hinge, one piece may be set in and the pin side kept up. Should the hinge be a cast iron or japanned one, the end of the handle of the hammer might be used to knock it into place, but if it be lacquered, bronzed or buffed brass finish, a neat clean block of soft white pine must be brought into use to avoid injuring the polished surface. The hinge should not be made to fit too tight, as it may sometimes be found necessary to take it out again, and if it fits too closely there is a liability of spawling the corners in so doing. Brass screws must always be driven with a firm, square edge screw driver, and care must be taken that the point does not jump out of the slotted head of the screw so as to mark and scratch the head.

The only way to become an expert door-hanger is by practice, and care should be exercised while learning in order to put the hinges on without injuring them and make the door work properly.

Single and double action hinges are much more difficult to put on than ordinary single butts; still the makers give the carpenters great assistance by sending printed directions with sketches in each box showing the lock in position and in parts. This enables him to comprehend the way they should be set, and the directions and sketches ought to be thoroughly studied and understood before making a mark or using a tool. On no account should metal hinges be struck with a hammer, as they are liable to fracture. Those of brass will stand a blow, but usually show the effect in a bruise or dent. Ordinary brass-faced mortise locks need nice fitting and require to be set in flush with the door's edge, and not project if the edge is beveled. Brass doorknobs and escutcheons ought, in all cases, to be covered with linen, to prevent rough, sandy hands from scoring their polished surface. Tie the keys to the knobs, or, if

this be risky, put a marked and numbered tag on each, in order that its lock may be readily found.

Patent door springs have printed directions, which must be adhered to to insure satisfactory working. Yale and other special locks need special cutting, and therefore a good mechanic to put them on right; but the sketch in the box is a wonderful aid to novices. These locks ought never to be taken apart on account of their intricacy. An error of this kind once caused the writer much expense and delay and a good wetting bringing it to the manufacturers' depot for readjustment. In regard to sash locks there is little to be said, except that they require to be put on so as to really lock the window—namely, bind it close together at the meeting rails besides preventing the sash from being moved. Fasten on escutcheons perfectly plumb and drawer-pulls level, and the slots of the screws in a line with the work. For instance, in escutcheons, finger-plates, hinges and lock-faces all the slots should be kept plumb, and all drawer-pulls, door-pulls, or any brass, iron or silver work, kept level or horizontal. English ship-joiners never put their screws in any other way but this. The hardware of sliding-doors, run on a track on the floor, consists of the sheavers or rollers, the track on which they run, the lock and fittings and the iron door-stop above. In fitting in the sheaves, the main thing is to get them in the center of the edge, to bring the two doors fair, and to have them project equally. The doors ought, of course, to be fitted until the joint comes, and when the inside wood stop is mortised in and cut the two can be set on the track—which, by the way, comes in two lengths—and the sheaves regulated until the doors close tightly. Enough should be allowed from the floor for carpet saddle. The top is let flush into the door-head and the lock put on in the usual way. No hardwood sliding doors should ever be made without friction strips, as these allow of the doors sliding in the pocket without striking the rails or moldings.—Owen B. Maginnis in National Builder.

Hardware Dealers Should Conduct Repair Shops.

Every hardware dealer who is worthy of the name should have a repair shop adjoining his store. There are a great many repairs which must be continually made in articles appertaining to hardware. Kettles often spring leaks when they are still in good condition otherwise. Lawn mowers need sharpening, readjusting and a general going over. Milk buckets need new strainers and bicycles require new tires. Innumerable articles are always getting out of repair. A good sum could be made by the hardware dealer in having a man who could attend to these things skillfully and satisfactorily. Such a one could assist otherwise in the store when he was not doing any repairing and thus make himself generally useful.

Bracing Himself for the Kick.

"Some men are hard to suit," remarked the real estate agent, after a customer had left. "That man, now, will come back here in a week or two and tell me I have swindled him, although I've sold him a suburban lot at half price." "What will he complain about?" asked the office lounge. "He'll kick because when I told him he would be within twenty minutes' ride of the city I didn't tell him he'd have to walk thirty minutes to reach his train."



SPRAYERS

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

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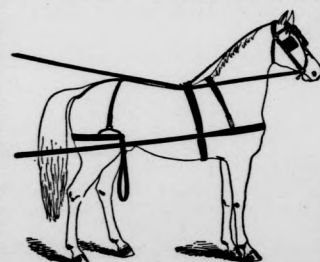
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ESTABLISHED 1863

Detroit, Mich.

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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.

SUCCESSFUL SALESMEN.

O. R. Johnson, the Douglas Cigar Jobber.

Orlo Johnson was born in Olive, Ulster county, New York, June 22, 1850. His father's antecedents were English and his mother was of Scotch descent. When he was five years of age, his parents removed to Clinton, Ind., where they remained four years; then to Bono, where they remained three years; then to Hillsdale, where they remained ten years; then to Newport, where they remained four years. Here his father operated a portable sawmill, Orlo occupying the position of head sawyer. The mill was then removed to Hillsdale, where it was operated two years, Orlo still continuing as head sawyer. Mr. Johnson then removed to Neosho county, Kansas, where he remained six years, tilling a farm and baling and shipping hay. He then removed to Allegan, where he engaged in the grocery business, which he carried on with considerable success for five years. Unfortunately, his stock was destroyed in the Chaffee block fire, and as he had only \$1,400 in-

worker. He is well liked by the trade and has many friends among the trade who will rejoice to note his success in the business in which he has recently embarked.

How to Become Rich.

The dignity of labor is the greatest of all dignities; the genius of work, the greatest of all geniuses.

Industry, integrity, economy and promptness are cardinal requisites to certain and honorable success.

Merit is the trade mark of success; quality, the true test of value.

Not in time, place, or circumstance, but in the man lies success; and the larger the field the greater the results.

Credit and partnerships are the scourge of commercial history and the bane of commercial experience.

Beware of the gifts of the Greeks; they allure that they may destroy. Credit is tempting, but ruin surely follows in its path.

Burn the ledger and learn to say No; this is best for both buyer and seller.

Learn when to buy, how to buy, and where to buy.

Buy for cash and sell for cash.



insurance on a \$3,500 stock, and the loss was total, he received a severe setback. He immediately resumed business at another location, but the change proved to be an unfortunate one, because his former customers did not follow him, as he expected. He therefore removed to Douglas, where he carried on the grocery business two years, discontinuing the business to accept an advantageous position as traveling representative for H. Van Tongeren, the Holland cigar manufacturer. He filled this position with satisfaction to all concerned for two years, when he retired to engage in the jobbing of cigars on his own account, in which business he is meeting with merited success.

Mr. Johnson was married twenty-three years ago to Miss Fanny Cole. Five children have joined the family circle, four of whom are living, three boys and one girl.

Mr. Johnson is something of a "jiner," being affiliated with Dutcher Lodge No. 193, F. and A. M.; Eureka Chapter No. 50, Royal Arch; Chapter No. 203, O. E. S.; Triacria Lodge No. 187, K. of P.; National Protective Legion No. 41; Douglas Tent No. 707, K. O. T. M. and the Michigan Knights of the Grip.

Mr. Johnson is a quiet, unassuming gentleman, but a steady and persistent

If you buy bargains, sell bargains. Quick sales and small profits make more sales and greater results.

Large profits and few sales mean, in time, no sales and no profit.

Bargain-purchases without bargain-sales is an ambition which overleaps itself, and is as unwise as it is unprofitable.

Long credits with large profits tempt both buyer and seller, but they awaken the siren song, which is ever chanting the funeral dirges of disappointed victims, both buyer and seller being chief mourners, and the sheriff the undertaker.

CHAS. B. ROUSS.

Exact Figures.

"Yes, it's a fine machine," said the neighbor who had been examining Mr. Ferguson's new bicycle. "What's the length of the crank?"

Mrs. Ferguson answered for him. "Five feet eleven and three-quarters," she said, eyeing her husband dreamily.

All He Lacked.

"I thought you said you could swim like a fish," some one said, as they hauled him out of the water.

"I can," he gasped, "but I can't breathe like one. I lack gills."

House cleaning may bring about cleanliness, but it doesn't superinduce a feeling of godliness.

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jennings, genuine	25&10
Jennings, imitation	60&10
AXES	
First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	10 00
First Quality, S. B. Steel	6 50
First Quality, D. B. Steel	11 50
BARROWS	
Railroad	14 00
Garden	net 30 00
BLOCKS	
Ordinary Tackle	70
BOLTS	
Stove	60
Carriage new list	50
Flow	50
BUCKETS	
Well, plain	\$ 3 50
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
CARTRIDGES	
Rim Fire	40&10
Central Fire	20
CROW BARS	
Cast Steel	per lb 5
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 45
Musket	per m 75
CHISELS	
Socket Firmer	70
Socket Framing	70
Socket Corner	70
Socket Slicks	70
DRILLS	
Morse's Bit Stocks	60
Taper and Straight Shank	50& 5
Morse's Taper Shank	50& 5
ELBOWS	
Com. 4 piece, 6 in.	doz. net 65
Corrugated	1 25
Adjustable	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26	30&10
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 65	
GAS PIPE.	
Black or Galvanized	40&10
GAUGES	
Stanley Rule and Level Co.'s	50&10
HAMMERS	
Maydole & Co.'s, new list	dis 35
Kip's	dis 35
Yerkes & Plumb's	dis 40&10
Wagon's Solid Cast Steel	30c 11a 70
Blacksmith's Solid Cast Steel Hand 30c list	50&10
MINORS	
Gate, Clark's, 1, 2, 3	dis 60&10
State	net doz. net 2 25
HOLLOW WARE	
Pots	60
Kettles	60
Spiders	60
HORSE NAILS	
An Sable	dis 40&10
Putnam	dis 1
Cape well	net list
HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 70
Japanned Tin Ware	20&10
KNOBS—New List	
Door, mineral, jap. trimmings	85
Door, porcelain, jap. trimmings	1 00
LEVELS	
Stanley Rule and Level Co.'s	dis 70
MATTOCKS	
Adze Eye	\$17 00, dis 60
Hunt Eye	\$15 00, dis 60
Hunt's	\$18 50, dis 20
METALS—Zinc	
600 pound casks	9
Per pound	9 1/2
MILLS	
Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark's	40
Coffee, Enterprise	30
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	70
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 80
Wire nails, base	2 90
30 to 60 advance	Base
10 to 16 advance	06
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel % advance	55
PANS	
Fry, Acme	60&10&10
Common, polished	70& 5
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages %c per pound extra.	
PLANES	
Ohio Tool Co.'s, fancy	250
Sciota Bench	60
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60

RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	5 50
14x20 IX, Charcoal, Dean	6 50
20x28 IC, Charcoal, Dean	11 00
14x20 IC, Charcoal, Allaway Grade	5 00
14x20 IX, Charcoal, Allaway Grade	6 00
20x28 IC, Charcoal, Allaway Grade	10 00
20x28 IX, Charcoal, Allaway Grade	12 00
ROPES	
Sisal, 1/2 inch and larger	10
Manilla	12
SAND PAPER	
List acct. 19, '86	dis 50
SASH WEIGHTS	
Solid Eyes	per ton 20 00
SHEET IRON	
com. smooth	com.
Nos. 10 to 14	\$3 20 \$3 00
Nos. 15 to 17	3 20 3 00
Nos. 18 to 21	3 30 3 20
Nos. 22 to 24	3 40 3 30
Nos. 25 to 26	3 50 3 40
No. 27	3 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SHOT	
Drop	1 45
B B and Buck	1 70
SOLDER	
1/4 1/4	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	70&10
Try and Bevels	60
Mitre	50
TIN—Melyn Grade	
10x14 IC, Charcoal	\$ 7 55
14x20 IC, Charcoal	7 60
20x14 IX, Charcoal	8 50
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal	6 25
14x20 IC, Charcoal	6 25
10x14 IX, Charcoal	7 50
14x20 IX, Charcoal	7 50
Each additional X on this grade, \$1.50.	
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound	10
14x56 IX, for No. 9 Boilers	
TRAPS	
Steel, Game	75&10
Onelda Community, Newhouse's	50
Onelda Community, Hawley & Norton's 70&10	
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	57& 10
Tinned Market	50&10
Coppered Spring Steel	45
Barbed Fence, galvanized	3 55
Barbed Fence, painted	3 75
Barbed Fence, Plain	2 80
WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
WRENCHES	
Baxter's Adjustable, nickle	30
Coe's Genuine	37&11
Coe's Patent Agricultural, wrought	70 10
Coe's Patent, malleable	70 10

New Prices on Bicycle Sundries

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

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

MUSKEGON
AND RETURN
Every Sunday
VIA
50 cents
G. R. & I.
Train leaves Union Station at 9.15 a. m.
Bridge Street 9.22 a. m.
Returning leaves Muskegon 7.15 p. m.

MRS. VAN'S BANK ACCOUNT.

The Heartaches It Caused Where Only Joy Was Intended.

"I believe that every woman should understand what pecuniary independence is," said Mr. Van Ripper at breakfast on the morning of his wife's birthday, "and I feel sure that you will appreciate the little gift I have for you."

"I know you've bought that opal and diamond ring I wanted!" said Mrs. Van, delightedly. "You dear extravagant thing!"

Van Ripper dived into his coat pocket and brought out two small books, which he gave impressively to his wife. She looked them through as though they were a Chinese puzzle.

"These, my dear," said Van Ripper, evading the opal ring delicately, for he had discovered on enquiry that its price was \$50, "are your two new bank books. I have deposited for you at the Rattlethem Bank the sum of \$100 as your birthday gift, and hereafter I shall give you your monthly allowance also in the shape of a check, which you can deposit and draw against in due form."

"Oh, isn't that lovely!" said Mrs. Van Ripper, trying to conceal her disappointment about the ring. "Do I just show these at the shops when I want to buy anything?"

"The small book," said Van Ripper, "is your deposit book, in which will be recorded any amounts which you may wish to—er—save. You will find that having a bank book will cause you to save money almost unconsciously. This long book is your check book, on which I have had put your monogram in gold."

"And pink leaves, too!" said Mrs. Van. "Just my color! What do I do with this? Oh, isn't it sweet!"

"They get those things up very nicely at the Rattlethem Bank," said Mr. Van Ripper. "I believe they have more ladies among their depositors than men, and they have clerks specially selected for their politeness and their courtesy in explaining matters. These check books are a rather pretty idea. When you want to draw a check you tear out one of these and enter the amount on the stub."

"And spoil the book?" exclaimed Mrs. Van Ripper.

"That's what it is made for. See, these perforated lines show where you tear it off. This place is for the number of the check and this for the date. Here is where you sign your name and on this line you write the amount of money you wish to pay out."

"But I'm not going to tear out one of those pretty checks!" exclaimed Mrs. Van Ripper. "I'll get money from you whenever I want it; or else I'll have things charged!"

"That is not exactly the idea, my dear," said Van Ripper, looking a trifle uneasy. "I want you to learn to take care of your own bank account and your own money. Of course you'll have to draw checks."

"But I never, never could draw, Adelbert; it was always my very worst lesson at the convent—it was—"

"Ha—ha—ha! You don't understand; to draw a check is to write it out—to fill it—see?"

"And I can go anywhere and spend a check?"

"Well, if you're known, it will be all right; otherwise you'll have to be identified."

"Oh, how perfectly horrid! I am sure I never can do that. Why, Mrs. Sniffington had to go to the police station to identify her pocketbook. That's where you have to go to be identified, Adelbert."

"Nonsense, my dear! It certainly is high time you began to learn something about business affairs. Any one who knows you can identify you anywhere."

"Suppose I want to pay my fare on the car or pay a cabman. Will he be able to identify me?"

"Oh, you don't use checks for such small bills as that. You just ask me about it any time when you want to draw a check, and I'll let you have the benefit of my advice."

"Well, just let me have \$20 this

morning," said Mrs. Van Ripper, "for I've got to go down town and get some things. I don't want to spoil the book until I have had it awhile, anyhow!"

So Van Ripper gave his wife the money and she started down town. Looking out of the car she saw the Rattlethem Bank and she decided to go in and see what it was like. It was a beautiful white marble place, with young men clerks at work behind plate-glass partitions. Then there was an inviting little carpeted enclosure where she saw several women sitting at small desks writing or counting money.

Mrs. Van walked in and said to the young man at the nearest window: "Will you be kind enough to let me have some notepaper and envelopes? I have a few letters to write."

He looked at her strangely. "We have nothing but the official paper, madame," he said, "and it is against our rules to use that even for our own correspondence."

"I think that's very odd," said Mrs. Van Ripper. "My husband told me that you were specially courteous to ladies here."

"Are you a depositor?" asked the clerk.

"I beg your pardon. Am I a what?" said Mrs. Van, haughtily.

"Do you have an account here?"

"I am a member here," said Mrs. Van Ripper, drawing out her books and confronting him with them triumphantly.

"Oh, a new account," said the clerk, smiling. "I see. Are you Angelice Van Ripper?"

"I am Mrs. Adelbert Hollingway Van Ripper," said Mrs. Van, drawing herself up. "Do you wish to identify me?"

"Oh, not at all! Not at all!" said the clerk. "Is there anything I can do for you, Mrs. Van Ripper; would you like to meet our cashier, Mr. Knockem?"

"Certainly not, sir," said Mrs. Van Ripper, grandly. "I should like to—to—draw a check!"

"Very well, madame; you will find a table and chair opposite with writing materials upon it. When you have made out your check you can give it to the paying teller, fifth window to the right. He will let you have the money."

"What money?"

"The money your check calls for."

"But I don't want any money. I simply wish to draw a check."

"Oh, very well! I beg your pardon. Be seated, madame. The small table opposite."

Mrs. Van Ripper sat down and took out her new book, toying affectionately with its pink pages. Then she tried one of the pens. In the date line she wrote "Thursday afternoon" in a sprawling, angular hand. In the space for the check number she wrote the date. Then she signed her name with a flourish.

"Is this correct?" she enquired of the young man at the window. He looked it over with a carefully suppressed smile.

"Er—you've got the date in the wrong place, but if you just write the amount and the name of the person you wish to—"

"Dear me; I shall never understand it!" said Mrs. Van desperately.

"Shall I fill it out for you?" asked the young man politely.

"If you will be so kind," said Mrs. Van.

"To whose order?" asked the clerk.

"Oh, it really doesn't matter," said Mrs. Van Ripper.

"To the order of bearer, shall I write?"

"That will do very nicely."

"Now the amount—what shall it be?"

"I don't care," said Mrs. Van.

"You see, I have \$20 that my husband gave me this morning. If you'll just draw the check I'll be so much obliged. I have an engagement with the dressmaker at 12."

"Then I'll leave the amount blank?"

"Just as you please," said Mrs. Van, graciously. "I'm so much obliged. Good morning!" and she turned to go.

"Here's the check," said the clerk,

waving it through the window.

"Oh, do I take it with me?" enquired Mrs. Van Ripper. "I thought I left it here."

"Not unless you wish to draw some money."

"Oh, thank you so much. Good morning."

That evening Mrs. Van Ripper had a lesson in drawing checks from her husband, when she had shown him the fruit of her morning's interview in the Rattlethem Bank, which document he carefully destroyed. For the first time he made his wife understand that she personally had some money at her disposal in the bank.

Next morning she visited her dressmaker and then proceeded to do some shopping. She explained at the department store where she had always purchased goods that she wished to pay her bill with a check, and the superintendent filled it out for her and had her affix her signature.

"Now, you'll send these things home just as though they were paid for?" she said to the superintendent, who had dealt with ladies who had bank accounts before.

"Precisely the same, madame," he said smilingly. The bill was for \$60, and he knew that Van Ripper was good for it. Mrs. Van felt so elated over her success that she went to her milliner's and bought two hats for \$14, and then found that she had no money for luncheon. She had given the milliner a check for the hats, and she told her of her predicament.

"I will cash a check for you with pleasure," said the milliner.

"Can you make it out for me just as you did for yourself just now?" asked Mrs. Van Ripper.

"Certainly," said the milliner; "how much does madame want?" Madame thought that \$10 would be sufficient and when she received the crisp bills she felt effusively grateful.

"I shall surely pay you this to-morrow," she exclaimed as she went out of the shop, putting the money in her purse.

Two days later Mrs. Van Ripper had a visit from one of the bank clerks. He told her that she had overdrawn her account, but she indignantly denied it, and showed him that her book still existed as a proof of her financial soundness.

"You can see for yourself that it is quite full of checks!" she said indignantly. "I never heard of such a thing! Certainly, I have money in the bank!"

"On the contrary you owe us money, Mrs. Van Ripper. You have overdrawn. Can't you understand?"

"I shall certainly tell my husband about this!" exclaimed Mrs. Van Ripper.

"He may be able to explain it to you, and please make the amount of the overdraft good as soon as possible."

When Van Ripper came home there was a stormy half hour, tears and much explaining. As a result of it all Mrs. Van Ripper never renewed her bank account. She says that money is good enough for her, and that when she paid people with checks it always seemed as though she still owed them the cash.

"Besides that," she said to her husband, "I never had any pocket money, and as for that birthday present. I never saw it! And I had nothing but trouble all the time. But those pink checks do make the loveliest curl papers you ever saw."

Business Wants

BUSINESS CHANCES.

FOR SALE—ONE-HALF CASH, BALANCE on time, clean stock of general merchandise, in southern Michigan; town of 1,000 inhabitants; doing strictly cash business; or if preferred, will sell half interest to right party. Reason for selling, other business interests. Address No. 34, care Michigan Tradesman. 31

FOR SALE—BAKERY AND RESTAURANT in good town of 180 inhabitants. Reason for selling, other business. For particulars address W. V., No. 33, care Michigan Tradesman. 33

WANTED—LOCATION WHERE A FIRST- class doctor is wanted. Address No. 38, care Michigan Tradesman. 38

FOR SALE—CHOICE STOCK OF GROCER- ies in manufacturing town of 5,000; southern Michigan; surrounded by best farming country out of doors; largest trade, all cash; best location; finest store; modern fixtures; a money maker; sales \$4,000. Address No. 37, care Michigan Tradesman. 37

FOR SALE—BAKERY WITH ALL MODERN equipments. Good location and excellent trade. Poor health cause for selling. Address John Wheeler, Union St., Traverse City, Mich. 36

WANTED—TO BUY WHOLE OR HALF interest in a small stock of hardware in town of twelve to fifteen hundred. Address No. 35, care Michigan Tradesman. 35

FOR SALE AT A BARGAIN—GOOD CEN- trally 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—ALEX. MANDIED; 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

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 CEN- trally located in a thriving town. Address for particulars, Mrs. E. F. Colwell, Lae 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 OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, arch test 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

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—EXPERIENCED SALESMAN for dry goods, clothing, boot and shoe store. Young man preferred. Must furnish good references. Address No. 31, care Michigan Tradesman. 31

WANTED—POSITION AS MANAGER OR head clerk in country store. Have had valuable experience as manager of a lumber store having annual sales of \$50,000. Salary moderate. Can speak Holland. Address No. 6, care Michigan Tradesman. 32

WANTED—POSITION IN STORE OR OF- fice by young man. Have had six years' experience in hustling general store. Good references. State wages when writing. Address No. 30, care Michigan Tradesman. 30

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

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

WANTED—SITUATION AS TRAVELING salesman, commission or salary, clothing, boots and shoes, men's furnishing goods or groceries. Good references given. Address 998, care Michigan Tradesman. 998

WANTED—A FIRST-CLASS TINSMITH. Must be capable of clerking in store. Single man preferred. Must give good references. No drinkers need apply. Address No. 992, care Michigan Tradesman. 992

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

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



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

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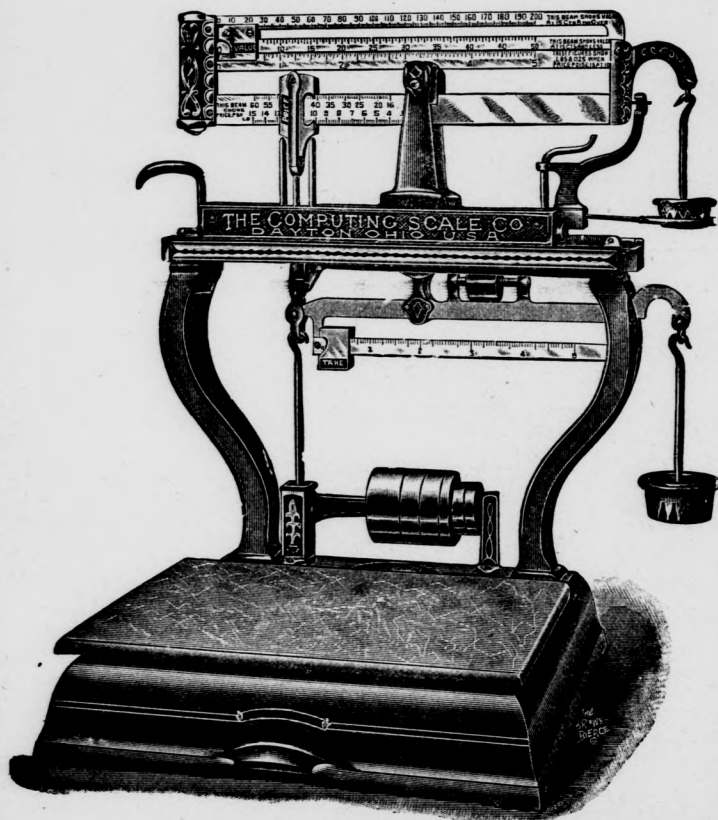
We guarantee what we say or no sale. Maybe you've seen the other kind—the cheap kind.

Remember, PRICE ALWAYS INDICATES QUALITY.

This Lamp has been Approved by the Board of Underwriters.

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



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*Is good advice you know,
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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.

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