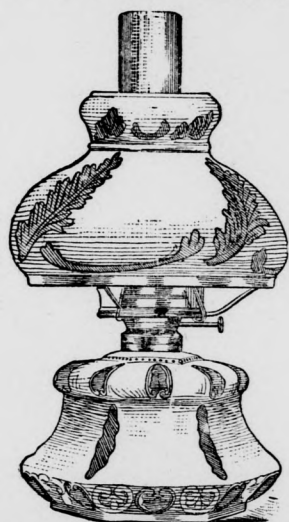


We have Lamps at all prices

A Real Hot Bunch
of Low=Priced

Write for our new Lamp catalogue



No. 800 Lamp and 7 inch Shade.

2 Sun Burner and Chimney. New attractive shapes, with neat embossment tinted in blue, green and pink. Made especially showy by elaborate gold tracery. Height to top of chimney, 14 inches.

No. 800 Assortment.

9 No. 800 Lamps, 3 assorted @ 54.....\$4.86
Package no charge.

LAMPS

The Kind You Can Make
a Noise With

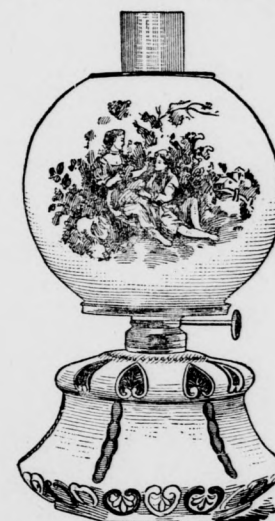


An Exceptional Offer

No. 800-801 Assortment.

4 No 800 Lamps assorted tints @ 54\$2.16
4 No. 801 Lamps assorted tints @ 67½..... 2.70
Package no charge. \$4.86

Lamps in the Assortments Priced Complete.



No. 801 Lamp and 7 1-2 inch Globe.

2 Sun Burner and Chimney. Same treatment on body as No. 800 with assorted scene decorations on globe. The cheapest and most practical globe lamp on the market. Height 14 inches to top of chimney

No. 801 Assortment.

6 No. 801 Lamps, 3 assorted @ 67½...\$4 05
Package no charge.

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

We Are Particular

Everything here must be right. We begin with right quality in material and then hold the manufacturers rigidly down to strict details in making.

This has made our cigars popular **and as dependable as a government bond.**

Hadn't you better send in a trial order at once?

Phelps, Brace & Co.,

The largest cigar dealers in the Middle West.

F. E. BUSHMAN, Manager.



MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods. It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not "How cheap" with them; it's "How good." For this class of people the Seymour Cracker is made. Discriminating housewives recognize its superior Flavor, Purity, Deliciousness, and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

**NATIONAL BISCUIT COMPANY,
GRAND RAPIDS, MICH.**



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.



EXCLUSIVE DESIGNS IN CALENDARS

For several years the Tradesman Company has done an annually increasing business in colored and engraved calendars. This season preparations have been made to embark in the business on an extensive scale, necessitating the addition of new machinery and the employment of expert workmen skilled in that particular branch of the business. Arrangements have been made for a large number of special and exclusive designs reproduced from oil and water colors paintings, and our representatives will soon be on the road with a large line of finished calendars in

DUOGRVURE AND THREE COLOR PROCESS

which will eclipse, in point of originality, variety and artistic excellence, any line ever shown in the country. We shall be prepared to offer those who make early application exclusive rights to certain designs, which rights we can protect because we own the originals by purchase from first hands. All our calendars will be made on extra heavy cardboard, double coated on both sides, which we warrant not to curl or twist on the wall. We use pad paper of good weight which will not fade, and have arranged for special inks which we guarantee will retain their strength and brilliancy.

We trust the calendar buyers of the country will not place their orders until they have had an opportunity to inspect the leading line of the season.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, AUGUST 16, 1899.

Number 830

OLDEST

MOST RELIABLE ALWAYS ONE PRICE

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5. Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 340, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Aug. 19 to 23 inclusive. Customers' expenses allowed. 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.....	457,347 79
Ledger Liabilities.....	21 08
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.



Investigate our system before placing your collections.

Take a Receipt for Everything

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.



Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

IMPORTANT FEATURES.

- PAGE
2. Dry Goods.
 3. Getting the People.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Woman's World.
 8. Editorial.
 9. Editorial.
 10. Shoes and Leather.
 12. Observations by a Gotham Egg Man.
 13. Moderate Apple Crop in Prospect.
 14. Cheese as an Army Ration.
 16. Manistee.
 17. Commercial Travelers.
 18. Drugs and Chemicals.
 19. Drug Price Current.
 20. Grocery Price Current.
 21. Grocery Price Current.
 22. An Eight-Day Clock.
 23. Hardware Price Current.
 24. Gotham Gossip.
Business Wants.

INVENTION FOR GROCERS.

A Machine Warranted to Wait on Customers.

Written for the TRADESMAN.

The schemer and the man with the labor-saving invention are always abroad in the land. I met one of the guild in a grocery store not long ago and listened to his persuasive arguments.

The fellow looked as if he had been having bad luck with his inventions of late, but he seemed cheerful for all that. He had a burst of confidence and a gleam of enthusiasm for every rent in his faded garments, and there was in his eye a glitter that held his small audience spellbound, to speak in the language of the political reporter. I write "eye" in the singular in this case advisedly, for no one could tell whether the fires of hope or the shades of despondency gleamed or brooded in the other optic, it being concealed by a large green shade. There were also faint abrasions of the cuticle here and there on the fellow's ruddy face, which gave me at least the notion that he had met with an unfriendly reception somewhere not long ago; in short, that some unimaginative merchant had met his subtleties of intellect with brute force.

He carried a huge, weather-stained valise in his hand, and this he placed carefully on the counter near the desk and watched closely until he secured the attention of the proprietor.

When the merchant came forward to see what he wanted, he having ignored with a shake of the head the services of the clerks, he began the task of opening his luggage, which, besides being securely locked, was wound around and around with a slender strap of leather.

"If you have a moment's time," he began, "I wish—"

"I am very busy," pleaded the merchant.

"Men of talent and worth are always busy," said the fellow, with a smile which distorted his bruised face until it resembled the things sometimes seen in nightmare dreams, "but the cares of business, the minor cares, will all fade away like—like snow before the summer sun when your mind grasps the mighty possibilities for supremacy and fortune

which are contained in this modest gripsack."

"Some other time," began the merchant, but the caller went right on, the words flowing from his lips vehemently and without pause.

"This, sir," he said, "is an invention destined to revolutionize the retail business of the world, and especially the grocery trade. It is known as the Anti-Strike-and-Anti-Salary Employee and Instantaneous Assistant. Do you grasp the significance of the name? It was suggested, I am proud to state, by George Francis Train in one of his most brilliant moments. It has never been used in a commercial way; in short, the world of commerce has, to speak roughly, never cottoned to it, but has passed its merits by in a most brutal manner."

When placed on the counter, the Anti-Strike-and-Anti-Salary Employee and Instantaneous Assistant resembled a modern typewriter more than anything else, although the keys were larger, and instead of being marked with the letters of the alphabet, carried the names of the more common kinds of articles handled by grocers.

The grocer looked anxiously around, as if hoping to see an officer somewhere within sound of his voice.

"Observe," resumed the inventor, "the strength of the keys and the levers controlled by them. Consider the power of the bar which is operated by the key labeled 'prunes.' See how delicately and yet how accurately this key marked 'sugar' agitates this steel lever here on the side. Here's soap. Get on to the sweep of this bar which supplies the demand; brings the soap to your hand."

"But I don't understand," began the grocer, "how the operator—"

"Of course you don't," interrupted the inventor, with a wink of his one available eye. "Edison didn't understand; Chauncey M. DePew had to ask questions, and even the great Carnegie was up a stump before this wonder of the world. See here: You arrange your goods in a series of boxes, all in regular order, on one side of your store. You attach to each box a spring and a miniature chute leading to a central counter. To the spring you attach a strong wire leading to one of these keys. When you want soap, you hit that key; the key moves the lever, the lever operates the spring, the spring opens the door of the box of soap; the chute acts—and there you are. No wearing out of shoes. No hunting over dusty shelves. A child can work the board, another can do the delivering from the central counter. What more do you want? I will put one of these Anti-Strike-and-Anti-Salary Employees and Instantaneous Assistants into your store for a trifle. You see—"

The merchant began to look wild. I thought for a moment that he was about to rush from the store and seek the protection of the police, but he only backed away in the direction of a barrel of ax-helves.

"Observe this fine cord, also worked by the key," continued the inventor.

"The duty of that cord is to eject the article required from its box. It also weighs and measures the article. One punch on the prune key means one pound, two punches means two pounds, and so on. When you come to liquid goods, I have a fine system of mechanism attached to the boxes which—"

I think that by this time the merchant must have been reaching behind his back, feeling for an ax-helve, and that the inventor must have seen that something was wrong, for he began packing up his key-board, talking like a whirlwind all the time.

"This machine," he said, "never goes on a strike, never asks for a day off, never draws molasses in the kerosene measure, never wipes its hands on its hair after cutting cheese. It is the perfection of all inventive thought for thousands of centuries. When it comes Saturday night you don't have to hand out all your week's receipts to insure its being on hand Monday morning. When you get ready to close the store you go around with an oil can. A drop of oil is all the pay it wants. You give it a drop of oil and a cheerful word, and—"

The inventor was almost to the door now, still talking, and the merchant was in close pursuit. When he reached the pavement he stopped for a moment and sighed.

"I hoped for better things," he said. "If you don't want the machine put in, could you give me a dime? There's a free lunch—"

The merchant threw the ax-helve and returned to the desk.

"He isn't any crazier than half the men who come here with schemes," he said. "If he would turn his attention to a patent crank-bouncer and universal time-saver, I might do business with him."

ALFRED B. TOZER.

Proctor & Gamble Unpopular in St. Louis.

From the Inter-state Grocer.

The members of the St. Louis Retail Grocers' Association do not appear to like Proctor & Gamble's methods of business and seem to have concluded to discontinue the sale of their goods as far as possible. Proctor & Gamble may consider that they are great enough and strong enough to act in bad faith with St. Louis retail grocers, but they are mistaken. The manufacturers of wool soap imposed some unfair plan of sales on local retailers and now the places which knew wool soap once know it no more. Fairbank & Company filled up the retail grocers' stocks with their goods and then permitted the department stores to advertise and sell their brands at prices lower than retail grocers could buy, and the sales of that company have greatly decreased with the St. Louis retail trade. We have found that such things are infectious and that where one organization of retailers began to lose interest in a brand of goods, their example appeared to spread to other localities. We have no quarrel with Proctor & Gamble, but would caution them not to "get too gay" with the retail trade.

When you undertake to fight the devil with fire don't forget to take into consideration the amount of ammunition he has.

Dry Goods

The Dry Goods Market.

Staple Cottons—There has been a noticeable change in the condition of bleached cottons, especially in the lower grades. Occasionally there is a slight advance reported, as in the case of the Boston wide sheetings, which have been advanced by 5 per cent., but outside of this the market is firm and unaltered. Four yard and lighter sheetings have sold quietly, but in the heavy weights the buyers find no easy thing placing orders. On duck, there has been a fair demand in both light and heavy weights. Denims have sold well, with an advance in order at intervals—nine ounce blues at 9c being the leaders—also for the coarser grades of colored cotton fabrics there has been a fair demand at former prices. The sales of ticks are steady and average well.

Prints and Gingham—The demand for prints and gingham is fair and the market in these goods is expanding. There is every indication of a very prosperous business this month and all confirm the report that the demand for these goods is far in excess of that of last year. Many houses have contracts for their prints way ahead of their supply and may find some difficulty in filling them all. The prices on these goods are unchanged, but there are rumors of a very large deal in these goods pending, which, if carried through, would tend to advance the prices. The demand for staple gingham is also ahead of the ready supply, so far ahead, in fact, that many houses are obliged to turn away orders. Fine gingham have sold freely. The call for dark dress gingham has been good, so that this fabric is now very well sold out. The spot demand is good and the mail orders are increasing. The number of buyers in New York is increasing every day, and all seem confident and ready to buy. On the whole, the market continues to look prosperous with a prospect of good business all along the line.

Dress Goods—The healthy manner in which the fall dress goods season is passing out makes agents very hopeful in their expressions regarding the outlook for spring; there is scarcely an agent selling wool and worsted dress goods who is not impressed with the fact that there are very encouraging possibilities ahead in the spring season. They see buyers in a great many instances occupying the anxious seat, greatly troubled at the difficulty being experienced in supplying their wants on certain lines. On the wool and worsted dress goods men realize that they have not the opportunity to exploit their goods in the spring season that they have in the fall season, for the reason that the sheer and natty wash fabric has too strong a hold on the hot weather season; nevertheless they anticipate a spring trade which will put recent seasons well in the shade. It will be four to six weeks before spring lines will be opened, while some agents do not expect to open up until later than that. The explanation lies largely in the fact that so many orders on heavy weights remain to be filled. The discussion of fabrics still goes on; plain goods, such as broadcloths, venetians, serges, etc., are conceded by all a good position in the run for business; crepons are in doubt, with the prospects indicating that there is yet some future for that fabric. The cloaking situation remains unchanged; a moderate number of or-

ders are reported of a general character, but there is nothing in the character of the demand to call for extended comment.

Knit Goods—The knit goods market is a little livelier than it was last week, but is still rather quiet, although there are good reasons for believing that it will soon be active. The business that is being done now would quite outshadow that of last year, so the agents seem contented. Many of the mills are still working on light weights to supply the demand of the jobbers for these goods. As a general thing at this time of the year when the spring lines are just opening, most of the duplicate orders are for fall heavy weights, and now that the season is so far advanced, and the jobbers are still looking for the light weights to carry them through the month of August, it seems that the manufacturers, there being so few who are in a position to do this work, might make their own terms, but they do not seem to be doing much towards advancing the price. In the duplicate heavy weight business there is some movement, and in this line the prices are apt to advance materially, as there is a scarcity of worsted yarn on the market, which will tend to bring up the price of worsted underwear, and as we said last week, we would advise all that they get in their orders for heavy weights as soon as possible and thus avoid the annoyance they were subjected to last year.

Carpets—Retailers all over the country have had a good spring season, as general business is in better shape this year than for several preceding years. They realize that prices for goods must advance and have placed orders in general early. While the jobbers and retailers are now passing through the midsummer period when trade always slacks off, they talk more confidently of future prospects, and have placed orders in much larger quantities than usual prior to the advance. It is freely admitted that the demand for ingrain carpets has exceeded their most sanguine expectations. Even Brussels, which have been very quiet for several years, have commenced to share in the improvement which has been felt in other lines, although not in such full measure. As this is one of the most serviceable carpets made, the continued improvement will very likely be more marked as the season advances. The jobbers and manufacturers begin to realize that there is an abnormally large demand for all kinds of carpets this season, due not only to the orders actually taken by the retailer, but to his determination to fill up his shelves, which have been nearly bare except for their carpet dummies for show. Many have sold from samples during the past few years and ordered as wanted by mail or telegraph. Now they know that the mills are filled up with orders and are not likely for some time to come to pursue the hand-to-mouth policy.

Why She Was Transferred.

First Saleswoman—Did you know that Clara Lacey is engaged to Mr. Strutter, the floorwalker?

Second Saleswoman—You don't say so!

First Saleswoman—Yes; and he is awfully jealous of her. He had her transferred from the necktie counter to the bargain counter!

Second Saleswoman—Goodness! Why the bargain counter?

First Saleswoman—Because no men go there, you know.

Fleeced Wrappers

They will soon be in demand; we have the kind that will sell, the kind you ought to sell and the kind your customers want, all we ask for them is—**\$9.50 Per Dozen.**

Send us your order for a sample dozen or two. We are sure that we can please you.

P. STEKETEE & SONS,

Wholesale Dry Goods,

Grand Rapids, Mich.

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.

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.**

The Grand Rapids Paper Box Co.

Manufacture

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

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

Hanselman's Fine Chocolates

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

Hanselman Candy Co.

Kalamazoo, Mich.

Getting the People

Some Good Advertising and Some Not So Good.

A correspondent who desires to remain anonymous sends me a batch of four advertisements for criticism. They are so good that I reproduce all of them. The only suggestion I have to offer is that in No. 1, the heading should read "Neat Packages," or something of that sort, and the introductory sentence be changed to correspond. It is always

No. 1.

Poor Fruit

Neatly packed in a bright, new, attractive package often returns more than good fruit carelessly packed in a cheaply-made, dirty package—and the returns are what you want.

Our packages are not only elegant, but substantial, well-made, fully ventilated, accurate capacity, and at

Prices

Well, read: 16-qt. crates, whitewood boxes, finished ends, 10c; currant baskets, 1-6 bu., with covers, \$24 per M. All other packages at correspondingly low prices.

Call and see us—we like to show our goods.

BLANK PACKING HOUSE.

No. 2.

50 LBS.

Is the legal weight of a basket of peaches, and the weight you are paid for. Why use baskets holding 60 lbs., thereby losing 10 lbs. of fruit and freight on same?

It's a little thing, but these little things are what give the profit.

Our peach baskets hold exactly 50 lbs.—no more, no less. An honest deal to your customer and yourself. No waste, no over freight charge. Then they're neat and solid, too—and we sell them with covers for

10C EACH.

Also accurate 1-6, 1-5 and 1-2 bu. baskets at low prices. Call and see them.

BLANK
PACKING
HOUSE.

No. 3.

POTATO SEASON

is again here, and we have again shown our interest in the farmer by getting a supply of solid, well-made

POTATO CRATES

made just to fit the wagon box and on top of each other. Accurate capacity—1 bushel. 10C each. You can see them for nothing at our warehouse.

BLANK PACKING HOUSE.

No. 4.

Pure Blood

is impossible when one is constantly breathing impure air—and air must be impure when it passes over diseased tissues as are found in cases of catarrh.

Modern Catarrh Remedy

cleanses the tissues and strengthens them, thus allowing us to get good, pure air and make rich, pure blood, which, in turn, makes health.

Price, \$1 per package.

BLANK REMEDY COMPANY.

best to let the heading of an advertisement show exactly what the advertisement is about. For the same reason, the heading of No. 2 might be, preferably, "Legal Weight Peach Baskets." In every other respect the advertisements are good—the sort of clear, forcible, impressive talk that can not help but sell goods.

By the way, I would like to warn my correspondent that the title "Modern Catarrh Remedy" can not be copyrighted, and if it is not too late, I should advise him to change the name. The same point came up in regard to Syrup of Figs, in which the court held that the words, "Syrup of Figs," being an ordinary combination of English words, could not be protected by copyright. In order to secure protection, a title must be some arbitrary combination of letters, making what is termed a coin word, such as "Uneeda," or "Kodak." I mention this fact, although it is outside of the regular line

circus parade has the most small boys following him. For this reason, a heading like, "4,400 Square Feet of Buggies," or "54,000 Pairs of Shoes," is impressive and effective.

In regard to the question in the latter part of Mr. Hain's letter, I should advise him to advertise several lines at a time, provided that he mentions them separately in the department-store style. In his advertisement, which measures nine inches across three columns, he has plenty of room for several lines without the necessity of skimping any of them for room. It is a safe rule in advertising to mention as many lines as can be mentioned, providing each line is kept separate and distinct. Mr. Hain's buggy talk is rather more general than is necessary, and would be greatly strengthened by a short description of some particular buggy in his line. He is on the right track, however, and if he follows out the suggestions given herewith, should be able to send in some

No. 5

HAIN'S BIG HARDWARE.

Buggies and Prices That Talk

For fear that there may be some people in this vicinity who do not know of the large stock that we carry, nor of the prices, we again call your attention to our line of buggies.

4,400 Square Feet

of space covered with buggies as thick as they can stand. There is not another carriage room like it north of Grand Rapids. All kinds and styles of vehicles kept in stock. It is a whole show room in itself for those who care for a nice rig.

A Grand Opportunity

is offered to those who wish to buy anything in the buggy line. Such a stock comprising everything from a cheap road-wagon to the best phaeton is not found elsewhere, except in the larger cities. These are here at home for your inspection and choice. Come in and look them over right away—buggies are selling all the time, and the stock is larger now than it will be later.

Road Wagons, \$25.

Top Buggies, \$45.

PAGE BUGGIES ARE THE BEST MADE.

G. E. HAIN, FREMONT, MICHIGAN.

of this department, because it may save my correspondent some annoyance and monetary loss in the future.

Fremont, Aug. 11—Enclosed please find advertisement, which we used in local papers recently. Please criticize. We have a good many different lines to advertise. Do you think it best to advertise just one line at a time or to divide the space up and talk about two or three different lines in each issue?

G. E. HAIN.

The advertisement is reproduced herewith (No. 5). I do not like the opening sentence. It implies that as soon as Mr. Hain is convinced that everybody in the vicinity knows about his stock and prices, he is going to stop advertising. Of course, he doesn't mean anything like this. It is never necessary to give an excuse for advertising. As long as there is anyone in the place who is likely to buy a buggy, or to want a buggy, keep right on telling them about buggies, Mr. Hain. If the first paragraph were omitted entirely, and the advertisement commenced with the heading, "4,400 Square Feet of Buggies," the effect would be much better. The element of size always appeals to the human mind. We all of us are impressed by big things. Other things being equal, the big salesman sells the most goods—the big elephant in the

still better advertising in the near future.

Don't forget to send in samples, and, as I requested before, suggestions for the betterment of this department. None of the latter have come to hand as yet, and as I am not vain enough to think that the department is perfect, I presume my readers are hesitating to make suggestions for fear of giving offense.

Don't hold back from any such reason. This is your department. It is conducted for your help and your guidance, and you alone can tell me whether it is helping you or not. I want your opinions on this subject. Please let me have them.

W. S. HAMBURGER.

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.

Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

DON'T buy Plated Silverware,

Clocks or Holiday Goods,

until you have consulted our 1899

Fall Catalogue.

The most complete Book out.

WRITE FOR IT NOW.

The Regent Mfg. Co.

Jackson and Market.

CHICAGO.

Around the State

Movements of Merchants.

Croswell—Sherk & Southworth succeed Smerk Bros. in general trade.

Vandalia—Chas. R. Dodge has sold his hardware stock to F. G. Pollock.

Marshall—Morse & Deull have opened a new clothing store at 128 State street.

Palms—Mrs. Robt. Meyer & Co. have purchased the general stock of W. J. Sefton.

Birmingham—Schanbite & Leet succeed John D. Stabler in the laundry business.

Hudson—F. G. Stowell succeeds Stowell & Horton in the boot and shoe business.

Laingsburg—Chapman R. Bailey succeeds Whitney & Bailey in the produce business.

Benton Harbor—Kidd, Dater & Co. have taken possession of the Riley grocery stock.

Menominee—The Menominee Hardware Co. has leased the Grignon building for a term of five years.

Prescott—A. J. Mills continues the general merchandise business of A. J. Mills & Co. in his own name.

Hudson—Fish Bros. have purchased the Washington street meat market, formerly owned by L. H. Steger.

Saranac—W. G. Clark & Son have begun the construction of a new store building, 20x52 feet in dimensions.

Alto—M. H. Vanderslip has leased his meat market to Fred Palmer and Ed. Stauffer, who will continue the business.

Howell—Mrs. Sarah Crosman has purchased the half interest in the "White Front" store owned by the Sherman S. Jewett estate.

Holland—Henry Oelert has removed his grocery stock to his new building at the corner of Fourteenth street and Van Raalte avenue.

Charlotte—Geo. W. Foote, druggist, died suddenly Aug. 10. The business will be continued by his father-in-law, Chas. Bennett, as administrator.

St. Joseph—Gustav Knaak will shortly open a drug store at this place. Mr. Knaak is a registered pharmacist and is also a graduate from an optical college.

Traverse City—F. W. Otto has sold his stock of groceries and provisions to C. H. Miller, who will remove it to a larger and better store on Front street.

Deerfield—Edward E. Burnham, formerly engaged in general trade here, has been adjudicated a bankrupt. His liabilities are \$5,923, while his assets are only \$13.

Frankfort—G. E. Capron is erecting a brick store building with plate glass front and will soon occupy it with a stock of jewelry and bazaar goods. The new brick block adjacent will be occupied Sept. 1 by the Benzie County Bank.

Bellaire—H. M. Hemstreet has retired from the firm of Hemstreet Bros. & Co., dealers in groceries and feed. The business will be continued at the same location by E. Hemstreet and C. V. Hinman under the firm name of Hemstreet & Hinman.

Nashville—A. E. Leismer has sold his interest in the firm of Hicks & Leismer, dealers in hardware and agricultural implements, to Allison Mead, of Battle Creek. Mr. Leismer expects to return to Petoskey, his former home, to enter into partnership with his father in the same line.

Detroit—H. T. Foster, who has held the position of special agent for the

specialty department of Williams, Davis, Brooks & Hinchman Sons for six years, has resigned to accept a position with the Keystone Drug Co., of Bloomsburg, Pa., at a salary of \$6,000 a year and a fourth interest in the concern.

Manufacturing Matters.

Frankfort—Lutz & Cosier are building a hundred barrel roller process flouring mill, which will be ready to begin operations in a few weeks.

Detroit—The Hygienic Seat Co. has filed articles of incorporation with \$50,000 capital, 24 per cent. of which is paid in. The incorporators are Henry P. Cope, 600 shares; George D. Mason, 200; George Jay Vinton, 150; Warren G. Vinton, 150, and John H. French, 100.

Lansing—Representatives of the National Match Co., of Chicago, who have been in Lansing for several days, have perfected arrangements for locating a factory here within 90 days. One hundred hands will be employed. The company claims to own patents which will enable it to manufacture matches much cheaper than the Diamond Match Co.

Clarkston—The discovery of valuable marl beds here has created considerable excitement. A company has offered to locate a cement factory here if suitable banks of blue clay can be found. Sunday every man who owned a spade was out digging for clay. At the same time the promoters of the Pontiac-Flint electric railway are proposing a double track through Clarkston and good freight facilities for the proposed factory. The two schemes together are most too much for the quiet residents of the village.

Port Huron Grocers to Picnic at Jackson.

Jackson, Aug. 15—A committee from the Port Huron Grocers' and Butchers' Association, consisting of Frank Wood, J. T. Percival, Ernest Ackers, Henry Nern, Alderman D. W. Smith, Sr., Henry McJennett, L. A. McArthur, Alderman Chas. Lauer, were in the city last week to make the necessary arrangements for the coming of the Port Huron excursion August 29.

The party was accompanied by C. C. Craigie, Traveling Passenger Agent for the Grand Trunk, and C. R. Clark, agent for the road at Port Huron. They were met by a delegation composed of N. H. Branch, W. H. Porter, F. J. Helmer and C. G. Hill, of the Jackson Retail Grocers' Association, M. F. Cottrell, Wesley Sears, F. E. Palmer, M. J. Cummings, of the General Welfare Association, Mayor Loennecker and Hon. S. B. Collins, who spent the day in showing them about the city and when they separated last evening the visitors expressed themselves as highly pleased with their visit. Among the places visited was the prison, where Warden Chamberlain personally conducted them through the institution and showed them every attention. At 2:30 the fire department gave an exhibition of the workings of the new aerial ladder. It consumed just 2 minutes and 45 seconds from the time the alarm was sounded until the first man was on the roof of the Hurd House block. The visitors were also shown the water works and several of the factories. In the evening they were taken to the Wild West show.

The members of the committee state that they expect to bring to Jackson between 2,000 and 3,000 people.

The first annual picnic of the retail grocers and butchers of Kalamazoo, which was held at South Haven yesterday, was participated in by 815 people, occupying eleven coaches. Now that an annual holiday has been established in Kalamazoo, the retail grocers and meat dealers of that city will undoubtedly perpetuate the event.

The Grain Market.

Wheat made a lively spurt last week, owing to the Government crop report, when the Northwest showed a decline of 8 per cent. of former estimates. It looks now as if the wheat crop in the United States would hardly go 500,000,000 bushels, while home consumption, including seed, etc., will probably exceed 410,000,000 bushels, leaving only 90,000,000 bushels for export. Of course, there is a visible of 38,000,000 bushels, and an invisible which is held in farmers' granaries, to be added to it, which is claimed to be somewhere near 60,000,000 bushels. To offset this, the Russian crop is 120,000,000 bushels, and the French is 40,000,000 bushels, so it can be readily seen that the demand for wheat from the United States will be as much as it has been for the last two years. The question arises, can we furnish it? In spite of these conditions, however, the market sold off again yesterday 2c per bu., which is unaccountable.

Corn held its own, as it is low enough, especially as the weather has not been as favorable as it might have been, and the prospective crop has been reduced from former estimates of 200,000,000 bushels.

Oats are falling, as the crop seems to be growing larger as threshing progresses.

Rye, for some reason, has been strong, and prices have advanced 2c per bushel over last report caused by exports in that cereal.

Locally, the wheat receipts are very moderate from farmers, so the millers are dependent on car receipts, which were as follows: wheat, 89 cars; corn, 18 cars; oats, 15 cars; hay, 1 car.

Millers are paying 66c for old wheat and 64c for new wheat.

C. G. A. VOIGT.

Utility of the Market—Absence of Peaches.

There are some who still claim that the buying of a market site and putting up of buildings, offices, etc., was a speculation not justified by the conditions—that there were enough of the less-used streets to accommodate that class of traffic. It would seem that a visit during the height of the season would demonstrate the wisdom, almost the necessity, of providing some accommodations for a traffic of such magnitude. The fact that the farmers are well satisfied with the arrangement and that they willingly pay the nominal rentals charged, which, with fees, are sufficient to meet expenses, takes the enterprise out of the list of municipal industries, such as lighting, running street cars, etc. On account of the farmers being a part in this undertaking there is less chance for speculation of officials, for there is no class which will watch closer the disposal of the fees which come out of their own pockets than they.

It seems odd to see so large a market with no offerings of peaches. Usually the increase in attendance as the season advances is proportioned closely to the increase in peaches, with a corresponding falling off as the peach season declines. This year the increase in attendance is in evidence as usual, but the peaches are not there. Yesterday morning, probably the largest of the season thus far, the peach supply, as near as could be learned, was five bushels. These were brought by one grower, and represented his crop of Early Michigan, which should have been about 1,000

bushels. One purchaser said he secured a bushel of them for \$2, although the grower was inclined to stand out for \$2 50. Of course, some later varieties will show more abundance, but the usual answer to the query, "How are peaches in your locality?" is, "There are none."

The situation as to peaches turns attention to the other standard fruits. Early varieties of apples are in considerable abundance and sales are good at remunerative prices. Plums also are enjoying an importance never before accorded them in this market. They are not too abundant, so but that a few of the hustling dealers can secure the most of those which they send out of the city. One reports a carload shipment for each of three days, succeeded by three cars for yesterday. Prices paid to growers are good and profitable returns are assured. Early pears are also good property and share in importance with the plums.

Grapes are beginning to be talked about and probably a few days will see them on the market. The yield promises fair and in the absence of the more favored peach will receive unusual consideration. New ways of utilizing and preserving will be devised. Thus the loss of one variety of fruit will have its compensation in bringing others to the front.

Offerings of vegetables are in so great abundance that prices suffer in most kinds. The qualities offered would seem to indicate that there is no show for the poorer ones, or that the season is so favorable few poor ones are produced. A walk through the streets is well worth while for any one who appreciates an exhibition of the finest production of the gardening art. Potatoes are especially abundant and prices have broken to a greater extent than is desirable for any but the consumer.

The Boys Behind the Counter.

Ypsilanti—Albert Sevey succeeds Wirt Seymour as head clerk in the Holbrook grocery store.

Menominee—C. H. Law has a new prescription clerk in the person of Chas. C. Pettibone, of Duiuth.

Port Huron—Ed. J. Rodgers has engaged C. E. Armstrong as prescription clerk.

Harbor Springs—W. J. Clarke & Son have a new clerk in their grocery department in the person of A. H. Withrow, of Manistee.

Nashville—Ed. White has resigned his position in Sanford J. Truman's dry goods store and accepted a more lucrative one with G. J. Barney & Son, at Charlotte.

Manistee—George B. Williams, of Saginaw, has come to get acquainted with the duties of book-keeper and clerk at Perry & Wolters' hardware store, the position about to be vacated by Hal C. Dunn. The latter leaves for Chicago to join the Wm. Owen company.

His Invention.

Customer—Will these pants bag at the knees?

Dealer—Mine friend, no pants will bag at the knees if you treat dem right. I tell you how before you go. It ees my own invention.

Customer—Then I'll take them. Here is the money. What is your plan?

Dealer—Neffers sit down.

Black and Red Spots.

"Doctor, my husband says black and red spots appear before his eyes every night. What do you advise?"
"I advise that he stop playing poker."

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. While the crop is not large anywhere, there are apples everywhere where apples are ever grown and conservative estimators predict that there will be, without doubt, as many apples in the country as there were last year. The New England crop is lighter than last year, but there is still enough for the home trade. New York is figuring on an average of 40 per cent. of an average crop, and when it is remembered that when New York has half a crop of apples she has enough to supply the world, the condition is by no means alarming. The Michigan crop is variously estimated from 40 to 70 per cent. of an average crop. O. R. Pierce, of Hudson, estimates that the Lenawee crop will be 30 per cent. of an average crop this year, where there were no merchantable apples last year. Monroe, Livingston and Oakland counties report full crops. Canada exported half a million barrels to England last year and expects to export two millions bushels this year. The States sent half a million barrels abroad last year and expects to double the amount this year.

Beans—The shipment of 300,000 bushels of beans from New York to Puerto Rico last Saturday tended to bulge the New York market 10@12c per bu., but has not had any appreciable effect on beans in the West, where handpicked stock is offered in carlots at 95c. The outcome of the crop is as yet a conundrum, owing to the liability of rains during the harvesting season. Dry weather in June hurt the New York crop, but plenty of moisture since has tended to improve it very materially. The crop in this State is looking fine and estimators are figuring on twice the yield of last year.

Beets—25@30c per bu.
Butter—Factory creamery is steady and firm at 18c. Fancy grades of dairy command 15c, but receipts of dairy are almost wholly cooking grades and worse.
Cabbage—\$1 per bbl.
Carrots—25c per bu.
Cauliflower—60c per doz.
Celery—12@14c per doz. bunches.
Crab Apples—Siberian and Transcendent are in ample supply at 35@40c per bu.

Cucumbers—Home grown have declined to 25@30c per bu. Greenhouse stock commands 12@15c per doz.
Eggs—Dealers are paying 11c for receipts, case count, holding candled at 12@12½c and dirties and small eggs at 11c. Receipts have been fairly good during the past week, owing to the cool weather.

Grapes—Moore's Early are beginning to arrive in small amounts. The crop of this variety is large. The next variety is the Worden, which is a full crop, which is sweeter and larger than any other variety and is by most growers considered the best variety grown. The Wordens will be followed by Delawares and they, in turn, by Niagaras, both of which are very short on account of the severe weather they experienced last winter. Up to that time Delawares and Niagaras were supposed to be as hardy as the other varieties, but this year proves the contrary. Concord is expected to be a full crop and the quality is expected to be fully up to the average. The Ohio grape crop will be short on account of a new pest which is attacking the vines in the shape of a root worm. The Chatauqua crop is reported to be fully up to the average. On account of Niagaras and Delawares being short crop and on account of the injury to the Ohio crop, it is expected that grapes will rule fully 25 per cent. higher in price than last year.

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 declined last week, due to the influx of poultry of all kinds to enable the growers to attend the circus. The market has not yet recovered from the surfeit of stock and it will require another week to fully recover. Broilers are dull at 7c. Fat hens are in good demand at 7c, while medium hens are in strong demand at 8c. Spring ducks are in fair demand at 6c, while old ducks are not wanted at any price. Hen turkeys find ready sale at 9c. Large turkeys are in fair demand at 8c. Squabs are in good demand at \$1.25 per doz. Pigeons are in fair demand at 50c per doz.

Muskmelons—Osage are in sharp demand at 75@90c per crate. Bay View cantaloupes are in strong demand at 75@80c per doz.

Onions—Illinois and home grown are sold on the same basis—about 70c per bu. Illinois stock comes in 1½ bu. sacks.

Pears—Small stock, such as the Sugar variety, fetches 75c per bu. Clapp's Favorite brings \$1 per bu. Flemish Beauties command \$1.25 per bu.

Peaches—Local dealers are receiving consignments of Hale's Early and Lewis Seedlings from Oceana county, which they hold at 30@40c per fifth bu. basket.

Peppers—75c per bu.

Plums—Moore's Early command 90c per bu. Gueis and Green Gages fetch \$1 per bu. Bradshaws are in good demand at \$1.25 per bu.

Potatoes—The market has taken a strong downward turn during the past week, the ruling price in the local market being 18@20c per bu. The crop is looking well, not only in Michigan but elsewhere in the country and the indications are that we shall have the largest yield the country has ever seen. The crop in New York and some parts of New England was thought to be injured by the absence of rain during June, but late reports from both sections of the country indicate that there have been frequent showers and that the yield in both sections is likely to be large. The experience of previous years has demonstrated that potatoes will grow after September 1, and that although the crop outlook may be poor up to that time, perfect growing weather during September and October will frequently insure a full crop. Heavy buyers are predicting that the full crop will necessarily be accompanied by low prices, because a big crop means that the grower just about gets back the money he has invested in his crop. It is the unexpected that is always happening, however, and something may occur to change the situation, although it does not seem probable at this writing.

Radishes—8c per doz. bunches.

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

Sweet Corn—6@12c per doz.

Tomatoes—Home grown are in ample supply at 60@70c per bu.

Turnips—25@30c per bu.

Watermelons—Indiana Sweethearts are now in market, commanding 14@16c per bu.

Whortleberries—Receipts are smaller, in consequence of which the price has advanced to \$2.25@2.75 per bu.

Edward Frick is home from his fortnight's vacation in Emmet county. This is the first time he has ever taken a long vacation, and he says it will be the last he will ever take, unless he can have some assurance that he will not be accompanied by Mr. Pneumonia.

Wm. Logie (Rindge, Kalmbach, Logie & Co.) and Henry Idema are taking a trip up the lakes as far as the copper country, accompanied by their families. They expect to be away two weeks.

L. T. McCrath, local representative for Nelson Morris & Co., is spending his summer vacation, in company with his wife and daughter, at Niagara Falls and vicinity.

Grand Rapids Retail Grocery Clerks' Association.

At an adjourned meeting of the retail grocery clerks of Grand Rapids, held at the office of the Michigan Tradesman Monday evening, Aug. 14, L. E. Buss was selected to act as chairman.

Homer Klapp, of the Committee on Resolutions, appointed at the previous meeting, submitted the following report, which was adopted:

That we now organize and, with that end in view, recommend the appointment of a committee to draft a constitution and by-laws.

We suggest that the principal objects of organization be as follows:

To increase acquaintanceship and encourage a social and friendly feeling among those engaged in the grocery business.

To encourage our employers in every legitimate manner to adopt shorter hours for doing business.

To promote the proper observance of Sunday and of all national holidays and the adoption of more frequent intervals for rest and recreation.

To encourage and assist our brethren to obtain employment when the occasion may require.

We further suggest that the name of our association shall be known as the Grand Rapids Retail Grocery Clerks' Association.

F. E. Beardslee was then selected to act as temporary chairman and Harry Stowitts was selected to serve as Secretary pro tem.

V. R. Campbell moved that the chairman appoint a committee of five members and the chairman to prepare a constitution and by-laws for presentation at a future meeting. The motion was adopted and the chairman appointed as such committee, V. R. Campbell, E. Bratt, Harry Stowitts, Geo. McInnis and L. E. Buss.

It was decided to hold a meeting of the Committee at the Tradesman office on Friday evening of this week.

Mr. Buss suggested that every one present urge his neighbor clerks to attend the next meeting, which it was decided to hold next Monday evening.

Ernest Bratt, of the Special Committee on Picnic Paraphernalia, reported the purchase of caps and aprons for use on the picnic parade, all of which had been disposed of, with the exception of a few aprons, which were promptly taken by those present at the meeting.

There being no further business, the meeting adjourned.

The Grocery Market.

Sugars—The market is featureless, there being no change in either raws or refined.

Canned Goods—The receipts of peaches at Baltimore are increasing and canners are getting a fair quantity. Prices range about the same. The closing of the packing season and the known shortage in the pack on the Columbia and Sacramento Rivers and Puget Sound have further strengthened the salmon situation. Packers have this week withdrawn quotations on fall pack Columbia River, spring pack Steelheads, Puget Sound Cohoes and Sockeye and the only grade now being offered for future delivery is the Alaska fish. The 1899 pack is estimated to be 250,000 cases short of the 1898 pack and 500,000 cases less than the 1898 consumption. With no carry over of old goods, a short pack and an increased consumption, which has been at the rate of about 400,000 cases per annum, it looks as though salmon would be good property at present prices.

Dried Fruits—There is a better enquiry for spot raisins and stocks on the coast are moving out quite freely. The Association's stock of 2 crown is exhausted and their stock of threes and fours is dwindling rapidly. Seeded are in excellent demand.

Lake Fish—The Green Bay Fishermen's Association, which handles nearly all the catch in the Menominee district, as well as the east shore, has advanced the price of salt herring to \$1 per package. This is an increase of six cents over summer prices. The price will be advanced still higher before the fall catch is put on the market. The association has made some large sales lately to Eastern parties and now has 10,000 packages on hand.

Flour and Feed.

Within the past week or ten days the true condition of this year's wheat crop and the position of stocks have become better known, and a knowledge of the facts has awakened a keener interest on the part of the trade to secure fall stocks of flour at what now seem to be about bottom prices for the year. The stocks of flour, both at home and abroad, are small for the time of year and, with a large number of small mills throughout the winter wheat states unable to do anything except a local business and with many of the farmers not only buying their bread but their seed wheat as well, there is not much probability of flour stocks accumulating to any extent this year. According to the latest authentic reports, spring wheat is not likely to exceed 75 per cent. of last year's crop. Indications now point to an increased foreign demand for both wheat and flour. So, take it all in all, the natural position seems unusually strong, and the only thing to hinder our agriculturists from obtaining a much better price for wheat is the influence of speculation on the bear side of the market, which is hard to measure. Eventually, however, we believe in better prices and believe the present basis a safe one for investment.

The city mills are running strong and have plenty of orders to work on. Millstuffs remain firm and in good demand. Feed and meal are moving steadily with prices a trifle lower.

WM. N. ROWE.

Hides, Pelts, Tallow and Wool.

The hide market is closely sold up and a good demand continues. A ¼c advance has been obtained over last week, ½c asked and reported obtained. The price on light is higher than tanners can see a profit in.

Pelts are wanted at high prices. The demand is for all grades and no limit on price seems to rule.

Tallow shows some advance, with numerous enquiries. The demand is up to the supply.

Wool holds strong, with the volume of sales East of considerable magnitude. No weak spots are left in the market. While fine is scarce manufacturers are turning attention to half bloods in place. The supply is ample for immediate wants and higher prices are looked for the coming month, when the hot weather is over and people are back attending to business. WM. T. HESS.

J. H. Rice succeeds Frank T. Lawrence in the produce firm of Lawrence & Matheson at 20 and 22 Ottawa street. The business will be continued under the style of Rice & Matheson.

What a nice place to live in this world would be if women were all as good as they look and men were all as good as they seem.

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

The man who smiles, and smiles, is liable to see snakes if he doesn't quit.

Woman's World

Leaves From the Diary of the Summer Girl.

July 6—I am almost ashamed to look even you in the face, dear diary, my nose is so pink and my eyes so swollen with crying. Papa and I have just been having it out about Jack, and, as brother Tom would say, we fought the thing out to a beautiful finish. I must say I hadn't the slightest idea that papa could make himself so unpleasant about anything, but that's just the way. No matter how careful you are with your parents, you never can tell how they are going to turn out or when they are going to put their backs up about something and defy you. Why, papa never denied me anything before in my life, and now, just because I want something with all my heart and soul and strength—more than I ever dreamed I could want anything—he won't even hear of it. Well, we had a time over it. He was stubborn and I wouldn't give in. People say that I am just like him, only, of course, I am not stubborn. I am merely firm. It begun, though, in the funniest way. You know, dear diary, I haven't said a word about going off anywhere this summer. Goodness knows that ought to have pleased papa, because he's always raised enough fuss about our going every other year, but it didn't. It seemed to make him suspicious, and after dinner, when we were sitting out on the front porch, he turned to me suddenly and asked me where I wanted to go. I said nowhere—that one was more comfortable at home, and that the crush at Mackinac Island made me tired, the everlasting round of pleasures at Charlevoix made me weary and—

"I suppose," he interrupted, "that means you are in love with that young counter jumper that's always hanging around here. I've noticed that when a woman is indifferent to the weather it's because she is in love."

Did you ever hear of anything so unjust in your life? But, anyway, that precipitated the engagement. Papa asked me if I intended to marry Jack, and I said I did, and then we went at the subject, hammer and tongs. You see, Jack is young and handsome and energetic and true and loyal, but he is poor. He is long on good qualities and short on cash, so to speak, and papa persists in thinking that it will be nothing less than deliberate suicide for me to marry him.

"He's got nothing but his salary," says papa.

"He'll have me," I answer.

"What will you do?" asks papa.

"We'll work and make a fortune, like you and mamma did before us," I reply.

"Pooh," cries papa, scornfully; "what can you do? You don't even know how to cook a dinner or make your own frocks. Much help you would be to him."

"The more shame, then, to you that you did not have me taught something useful, so I wouldn't be a burden to the man I married. What right had you to raise me up to be no account?" I cry, so hot in the collar that I wilt my best stock down into a shoestring.

Then papa begun to talk about how much he loved me and how ambitious he was for me and how he wanted me to make fine match, as if marrying the man she loves, and who loves her, isn't the best match any woman ever

made in the world. I couldn't think of anything more to say, and because I had run out of arguments I begun to cry, and I dare say papa thinks he has converted me from the error of my ways.

July 8—Papa has got a great head. He is going to try diplomacy on me. This morning he announced that he had decided he needed a rest, and was going to Mackinac Island for a month, and was going to take me with him. It's to get me away from Jack, and try the effect of counter attractions. Dear old dad! But I don't think I can resist taking a hand in that little game myself.

July 15—We are here at the Grand, with its crush of guests and the veranda is lined three deep with gossiping women, whose tongues sway in unison with their rocking chairs. They are always ravenous for some details about a new arrival. I let one cooly extract from me the information that papa was enormously rich. Of course, I didn't specify any particular amount, but just talked in a large way, and the next time I swept down the veranda I had the satisfaction of overhearing some one whisper, "That's Miss Blank, the heiress. They say her father is the richest man in Michigan." Papa would be hopping mad, but it suits my purpose to pose that way at present. Wonder if I hadn't better wear mamma's diamond brooch down to breakfast to carry out the idea of being rich and reckless?

July 18—Everything goes beautifully. I have apparently forgotten all about Jack, and am devoting all of my wiles to the enslaving of the star guest of the hotel. He is a vacuous-minded young person, who begun life as Smith. After a couple of years spent abroad he returned as S. Reginald Van Smythe. He said he had found out that he belonged to a noble Germau family. He speaks of this country as the "states" and affects surprise at the customs of the natives. I don't think I have ever heard anything so entertaining as his drawl, and the way he talks of "dear old Lunnon." The other day he asked papa if he didn't spend most of his time abroad. "No," said papa, "this country is good enough for me, sir." "Oh, beg pawdon, a'wm shure," interposed Mr. Van Smythe, "but your mawners, don't you know." "Well," flared

CIGARS CIGARS CIGARS CIGARS CIGARS



THIS IS A BIRD

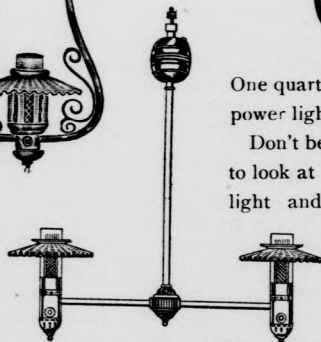
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and much cheaper. Merchants and residents in the smaller towns and farmers, students and teachers can save their eyes and their money by using our

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Gas Lamp

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

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

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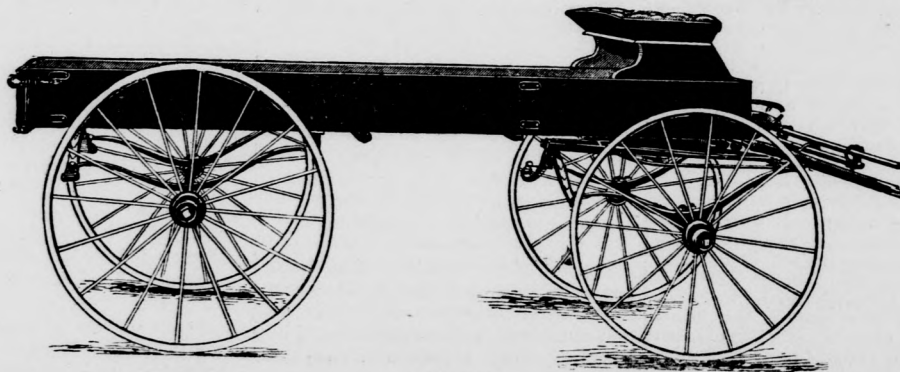
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This Lamp has been Approved by the Board of Underwriters.

Specially adapted for Stores, Churches and Residences. Local agents wanted in every city, town and village in the State.

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

Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.

papa, his face was red as a turkey cock, "and what's the matter with an American gentleman's manners being as good as anybody else's, I'd like to know?" That afternoon, when papa and I were alone I begged him not to let Mr. Van Smythe know he was in business. "He has such a horror of tradesmen," I added pathetically. I wish you could have seen papa. I thought he would have apoplexy. "The idea of a daughter of his being ashamed of the honest work of her honest father! If he had thought I ever would have been such a snob he would have strangled me in my cradle, and so on." "But if I should marry Mr. Van Smythe," I said innocently, "of course, we would live abroad, and of course, they think"—and papa interrupted me to say he didn't care a-a-rap (only that wasn't the word) what they thought. But I'm letting the idea of a Van Smythe son-in-law sink into his mind.

July 25—I don't think I ever enjoyed myself more in my life, and I am making things interesting for papa, too. I have acquainted him with more summer young men than he knew existed before. There was young Mr. Sissy, for one. He came with a half a dozen trunks and a valet, and he couldn't walk out in the sun without "me man" to carry an umbrella over him. He changed his clothes half a dozen times a day, and every time appeared in new and startling raiment. He didn't talk much. Conversation wasn't much in his line, but one day he roused up long enough from the lethargy induced from sucking the end of his cane to announce that some other man was a cad. "And why?" asked papa. "Aw, he wears a straw hat with a frock coat," remarked Mr. Sissy, "something a gentleman couldn't do. Impossible! Fellows at club would cut him," and he relapsed again into silence. I have affected Mr. Sissy's society a great deal for the last few days, and to-night I asked papa if he didn't think he was just perfectly lovely. "Lovely!" he shrieked, "that blithering idiot with no more brains than a store dummy!" "But he's so elegant and refined," I persisted; "did you ever see anything so beautifully manicured as his nails? And then his hands are so white and soft." "They are not as soft as his head," shrieked papa, "but that's just as much sense as you women have got. You'll pass by a good, honest, hard-working fellow every time for a popinjay like that, who hasn't got sense enough to drive a tailor's goose to water. I can tell you one thing, I wasn't thinking about having my hands manicured when I was courting your mother. I was bustling around trying to make a living for her."

July 27—Papa is hard to please. I have gently called his attention to Mr. Links as a possible son-in-law. Mr. Links is a college athlete. He put in four years at one of our leading universities of learning and distinguished himself as a football player. Now he is a devotee of golf and spends his time pursuing that ancient and honorable game. "Say," says papa, "what's the matter with that fellow? I can't make out a word he says. He's forever prating of 'drives,' and 'brassies,' and 'cleeks,' and 'niblicks,' and 'foozles,' and 'stymies,' and 'putts,' and the Lord knows what all. Can't he talk plain United States? Say, what does he do for a living?" "Nothing," I said. "Golf is a career in itself. It doesn't leave you any time to think about busi-

ness." "But I hear that his mother is a poor widow, who made sacrifices to put him through college." "Oh, well," I said comfortably, "of course, she must feel repaid to have him turn out so successfully and have his name in the papers among the noted amateur players, and—" "Good Lord," interrupted papa, "and you call that thing a man? Look here, Mary Jane Blank, don't you think for one minute that I'm going to support any able-bodied man while he knocks dinky little balls around the holes in a field, and if he's trying to marry you under any such impression you just undeceive him. I won't do it, and that's flat. I'm not going to have any distinguished amateurs ornamenting my family."

July 29—The last string to my bow, so to speak, is young Pirouette, and I played him on papa to day. "Surely," I said, "you can't object to him. He belongs to the smart set in his city." "Smart fiddlesticks," ejaculated papa. "And he leads the cotillion," I went on. "If you want to marry a jumping jack, why don't you do it?" growled papa. "He is very aristocratic," I pursued; "his people came over in the Mayflower." "What do I care what sort of a tub they came in?" snapped papa. "I don't care who they were. I want to know what they are. No back number business in mine." "They have their own coat of arms," I continued. "This young fool's ought to be an ass rampant on a ball room floor," papa snorted. "They haven't any money now," I said, "and, of course, Mr. Pirouette couldn't be expected to work like an ordinary young man, and—" "Great Caesar's ghost, Mary," cried papa, "are you seriously telling me you would marry a man who trades on his old name to get into society and dances for his dinners like a trained bear? Why, a fellow like Jack Graham, who's got the grit to begin right at the bottom of the ladder, like I did, and work his way up, is worth a million of these dunder-headed whippersnappers with all their pedigrees and fine clothes, and I wonder a child of mine hasn't got sense enough to perceive it." "Papa," I said, with a twinkle in my eye, "your head is dead level, and for once I will give in and take your advice."

Aug. 1—We leave for home to-day. Papa has wired Jack to meet us at the train.

DOROTHY DIX.

The Art of Remembering.

If one were called on to name the touch of nature that makes the whole world kin, one might well declare it to be the desire to be remembered. From the highest to the lowest it is a universal passion that none escape. It makes the monarch on his throne rear triumphal arches and cut the record of the glories of his reign on imperishable stone, and it is what prompts misers to unloosen their purse strings and dower colleges and asylums that shall bear their names down to posterity. Even the least of us feel that the great tragedy of life is not so much death itself as the fact that when we are gone the world will rush on as of old, another will fill our place, and in a few short months, or years at best, we shall be forgotten.

Of course, we all know that this sentiment is always with us—somewhere at the back of our heads as Du Maurier might say—but we hardly realize how important a part it plays in our daily lives. Yet what is it that makes us go to this shop instead of that? Isn't it

because of some clerk who always calls us by our name, and remembers our particular tastes? Don't we affect the restaurant where the waiter never forgets which is our favorite table, and how we like certain dishes served? Don't we invariably reserve our patronage for the newsboy who remembers that it is the Comet we buy instead of the Sun? Don't we even beam with gratification at the porter on the sleeper who recognizes us at sight, and says he is glad we are coming that way again, and are we going straight through as we did last time? Personally these people are less than nothing to us, but so sweet is it to be remembered that the mere fact they have not forgotten us is a kind of claim upon us.

In the social relations of life memory plays a most important role. Happy those who never forget a face. They count their friends by the legion. Nothing else is more exquisite flattery than to be remembered, and we all know the glow of warmth with which we involuntarily salute the tactful person who never forgets, and who deftly reminds us of the good story we were telling last year when he saw us last, who even

remembers our bragging about our children and enquires for that clever boy of ours with a show of interest that leads us to believe he has been pondering over it ever since.

Sometimes this delightful faculty of remembering finds its expression in the sending of small gifts, and then, indeed, it is at its best. Few of us are sordid enough to care for a present for its intrinsic worth. The only thing that makes it dear to us is the thought that prompted it, and so the little present that comes unexpectedly is doubly welcome. It may be only a newspaper with a marked article on some subject in which we are interested, it may be only a photograph of a place we care for, or a pressed flower from some historic spot. It matters not. It says that we are remembered, and the little act takes on a grace and graciousness that make it dear beyond all telling, and worth all the perfunctory presents in the world. Happy those to whom nature has given the delightful talent of remembering, and thrice happy those who are fortunate enough to number them among their friends.

CORA STOWELL.

Advertising that pays

Four newspaper advertisements for \$2.50—that's our special offer for the month of August.

There's no money in it for us—we're doing work at half price this month in order to get acquainted.

The merchant who pays us \$2.50 this month will be glad to pay us our regular price next month and ever after.

Send for our booklet—it's free.

Robt. N. Shaw
Advertising Agency
Grand Rapids Mich.

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Suggests

Uneeda Biscuit

to fill it. Always healthful
—always the same—always crisp,
tender and delicious. Order a 5 cent
or a 10 cent package of

Uneeda Biscuit

Examine package and you'll understand why they keep good.

At your grocers.

Avoid imitations.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 16, 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.

THE REGULATION OF TRUSTS.

Much of the legislation aimed at the trusts, while well enough intended, is too often of the intemperate and impracticable sort, resulting in laws which it is impossible to enforce, or which, if enforced, are productive of no special good. There has recently grown up a sentiment, shared in very extensively by Wall Street interests, in favor of compelling the trusts to publish sworn statements of their condition and workings.

Much of the power of the trusts is based upon the mystery surrounding their operations. They are accredited with capital they do not possess; hence they are able to exert a moral influence in controlling prices which their actual assets would not warrant were the facts in the case fully known.

There seems to be but little doubt as to the power of the states to regulate the affairs of incorporated and chartered institutions. These institutions are given certain privileges and recognition which make the state in a measure responsible for them. As large numbers of people are interested in these trusts, either as stockholders, bondholders or consumers of their products, the states have undoubtedly the right to exact such conditions of the corporations as will thoroughly safeguard all interests. The states already claim and exercise the right to regulate banks and insurance companies, because of the important part such organizations play in the financial affairs of the community. As the trusts are supposed to represent large aggregations of capital and are constantly placing securities on the market in great volume for the people to absorb, and as they aim at securing the control of the price of the leading commodities, the people are entitled to know their exact condition, so that they may have some means of knowing whether they are investing their money in actual values or in mere water.

The trusts, owing to the hundreds of millions of dollars of securities they are supposed to represent, exert a most powerful influence on the financial markets. The belief is general, and in many cases well founded, that much of the common stock and some of the preferred stock of these organizations represent nothing whatever in the shape of actual values. The people should

know from a statement of the condition of these organizations just what value to attach to their securities.

Of course, the enforced publication of the condition of the trusts would rob them of some of their power to control the commodities which they seek to monopolize, as well as their ability to dispose of almost unlimited amounts of other people's money. Such a healthy restriction would deprive the trusts of much of their power and influence, and actually work as a greater restraint than repressive legislation pure and simple.

THE PARIS EXPOSITION.

As the time draws near for the great Paris Exposition to mark the termination of the century, interest in the making of a proper American exhibit is growing all over the country. It is understood that the Government will make a display; but by far the principal exhibit will have to be made up of contributions from the leading industries and private business establishments.

In order that the proper interest may be excited in the matter, and the work of preparing the exhibits may go on with the necessary energy, more information is needed from the American Commissioner who has been engaged presumably in looking over the ground for many months, and should by this time have so familiarized himself with all details as to be in a position to furnish the fullest information as to the space, decorations, grouping of exhibits and cost to individuals who desire to take part in furnishing the American exhibit.

The question of transportation to and from the exposition has been partially arranged by the Government consenting to detail a war vessel for the purpose of carrying exhibits to and from France; but the matter of land carriage has yet to be considered. There are, moreover, other expenses, such as the care and guarding of the displays, and many other matters on which information is desired.

It would appear that the American Commissioner has not been sufficiently energetic in circulating information as to the exposition, the scope of the American exhibit, and the plans of the Government with respect to the grouping of exhibits. As but a moderate amount of time still remains for preparation, this information can not be circulated too soon, as only a few months will elapse before the installation of the displays will begin at the exposition buildings at Paris.

Owing to the prominence this country has acquired within the past few years as an exporter of all sorts of manufactures, it is essential that the United States exhibit should be of the most elaborate character, befitting the greatness of the country and the place it holds in the commercial world.

A single factory in New Jersey, it is said, casts annually 28,000 bells for the farmers and about 4,000 for schools, churches, engine houses, etc. It is estimated by a foundryman that at least 50,000 are sold every year in the country to tillers of the soil and breeders.

A beggars' trust is reported in New York. One man controls forty mendicants, feeds, clothes and cares for them, and handles their daily collections. On account of modesty, he has not yet gone over to New Jersey to capitalize his enterprise at \$10,000,000.

BUSINESS CONDITIONS.

For several weeks past much has been said of financial stringency in the Eastern markets, and predictions have been made that when the demands came for moving the great crops there must come a more serious tightening of the market, if indeed a panic should be averted. The natural consequence of this feeling has been the hoarding of vast sums of money, enough, one would think, to almost cause a panic. It is transpiring, however, that as the crops come forward there seems to be an abundance of money on hand for moving them without calling upon the East, and not only that, but the Westerners are lending money in the Eastern markets on account of this stringency. It is difficult to realize how widely the wealth of the country has become distributed in the late years of plentiful crops and good prices. It is coming to be so that there are many commodities which can be more easily "cornered" than money. This development of financial strength in such portions of the country as had been considered dependent gives the best possible assurance against the recurrence of another panic very soon.

As the season advances there is more and more wonder expressed as to the unexpected magnitude of the wheat and corn crops. In the face of a general impression that winter wheat was short on account of the severe season, it is found that the entire crop of both kinds is likely to compete closely with the largest previously grown. In the case of the yellow cereal it now looks as though the yield will only be second to the greatest ever grown—in 1896. This is not only a happy state of affairs for the farmers, but gives assurance of increased earnings for the railroads, which will have its effects on all industrial securities.

The course of the stock market for the past week was steadily but slowly upward until a speculative reaction of a portion of the gain was accomplished by the bears yesterday. The general strength would seem to preclude any material reaction, but of course the bears must be given an occasional inning.

The feature of iron has been the rapid increase of production, until prices are held from material advance. The general condition is one of intense activity to meet the requirements of domestic demand, which has operated to check foreign supply. In the minor metals the extreme advance seems to operate to check demand; and yet there is little prospect of any lowering of prices soon.

In textiles the same favorable conditions continue in nearly all lines. Raw silk shows a sharp decline, however. The wool trade has been very active, both in speculative and consumptive demand. Prices of woolen goods have advanced in several lines and demand continues active.

RAILROAD ACCIDENTS.

It has been commonly supposed that railway travel is very dangerous, but the statistics printed by the United States Interstate Commerce Commission show the contrary. It is true that serious and fatal casualties occur on the railroads; but when the number of people carried and the distances traveled are taken into consideration the loss of life is small.

The figures show that in the year preceding June 30, 1898, exactly 501,066,681 passengers were carried on railroads in the United States. The number of

passengers carried one mile—or, more technically speaking, the number of passenger miles—was 13,379,930,004. Of the entire number of passengers carried, there were 221 killed and 2,945 injured. One passenger was killed, therefore, for every 2,267,270 carried and one was injured for every 170,141 carried. For each passenger killed, 60,542,670 passenger miles were run; for each passenger injured, 4,543,270.

This is figured to mean that an average traveler would have to go 4,543,270 miles before receiving an injury, and 60,542,670 miles before being killed. A person with average luck trying to commit suicide by riding on a passenger train would die of old age long before accomplishing his design, and would have to ride continuously for fifteen years on the fastest trains to meet with even an injury.

These figures work out all right on an average; but, all the same, they do not prevent persons from being killed or hurt the very first time they venture on a train or travel a few miles. The average is good enough for life insurance companies to base calculations on, but it does not give one moment's personal security to the railway traveler. The fact remains that frightful accidents do happen, and that too often.

THE FIRE WASTE.

For some months past there has been more or less lament among the great fire insurance companies of the country over the fact that, although the losses were increasing rapidly, rates were declining and general undercutting was in progress. The figures for July, just published by the New York Journal of Commerce, an accepted authority, will prove anything but encouraging to the companies, as quite a considerable increase over the same month in the two preceding years is shown.

During the first seven months of this year the losses were \$77,126,150, as compared with \$67,166,850 during the same period of 1898 and \$64,566,750 during the same period of 1897.

In spite of this increase in the losses premiums have considerably diminished and commissions have increased without sufficiently increased business to offset the losses. The scramble for business in some sections has diminished the severity with which risks are scrutinized, with the result that risks are taken that would be placed only with difficulty under normal conditions.

While the masses of the people profit by the lower rates for insurance, at least for the time being, it is not pleasant to contemplate the heavy increase in the fire waste. If the companies do an unprofitable business, the safety of insurance is diminished to the extent that the assets of the underwriting companies are impaired. Absolute safety in the matter of insurance is more important to business men, as well as to the people at large, than low rates of premium. It is, therefore, to be hoped that the tables will soon turn and the underwriters find their business again profitable.

The attitude of investors toward industrial securities is shown by the demand there is for 3 per cent. municipal and railroad bonds, while the 5 per cent. gold bonds of industrial combinations are neglected. A prominent promoter in New York remarks that "the public will not take any more wind. A good project may be carried through, but there is no chance for poor ones." Inflated schemes have reached the point where they are scrutinized with extreme caution.

INDIGESTION AND CRIME.

"Emotional insanity" is the expression in common use to explain the many unreasonable and otherwise inexplicable violent crimes.

It can be readily understood how and why persons overpowered with jealousy might desire to get rid of the hated rival, or how one actuated by the desire and determination to inherit an estate or title might assassinate all the intervening heirs, or how murders might be committed for revenge, or for purposes of robbery or lust, or to cover up and conceal other crimes by making away with witnesses.

There are violent crimes where there are no apparent motive and no assignable cause, which are attributed, for lack of some better notion concerning them, to "emotional insanity," but is there any such thing as emotional insanity? Any sort of insanity is the result of such mental disturbance that the capacity to reason rightly, or to consider the moral and legal and social consequences of an act, is lost. The insane person is often entirely able to work out all the details of a plan for consummating an act; but there must be no sense of responsibility to the law, to the usages of society or to any moral standard. Moreover, this state of irresponsibility should not be momentary and spasmodic, but it should always recur in the presence of the subject or object that has caused the insanity.

The only symptom present in persons who commit, apparently without premeditation or excuse, murderous assaults on innocent and inoffensive creatures who happen to come into their way is a sort of irritability and an extreme disposition to outbursts of ill-temper. Dr. Felix Oswald, in *Health-Culture*, attributes these outbreaks to disorders of the digestive powers damaged by injurious diet or by excesses in the use of stimulants and narcotic drugs. The dangerous person is not one who is fairly under the influence of such drugs, but it is when, from the reaction which ensues after the indulgence, the digestive system is all awry and the nerves are racked and unstrung that he is to be feared. In such a moment a violent act is committed upon some otherwise inoffensive person who has, perhaps unintentionally, irritated the distraught and disordered perpetrator.

But Dr. Oswald believes that indulgence in improper diet exerts the same evil effects as do drugs. He says:

The truth seems to be that the prevalence of our homicide epidemics has subjective causes. America has become a land of nervous emotionalists, and the most plausible explanation of that fact can be found in the multitude of our sins against the dietetic health laws of nature. Only outdoor exercise in a cold climate would enable vigorous individuals of our species to digest the viands which thousands of our fellow-citizens force upon alimentary organs enfeebled by inactive occupations. Animal food, unless mixed with at least four-fifths of vegetable products, is apt to produce an irritable temper and chronic restlessness. The almost wholly carnivorous Tartars, like our Western Indians, are nomads by instinct, and try to counteract indigestion by violent exercise. Hence also the restlessness of captive beasts of prey. The zigzag rushes of a caged hyena contrast strangely with the stolid equanimity of stalled grass eaters. Chinese dogs are taught to subsist on boiled rice with a little milk, and get so placid that they will not even bark. Wherever experiments have succeeded in accustoming horses to a diet of flesh food the results were attested by torn bridles and smashed stable doors. Carnivorous men

begin to prowl to ease the feeling of gastric discomfort, and if deprived of that remedy become fretful and vindictive, especially when the causes of nervous derangements have been complicated by other stimulants.

According to this notion, the man who has disordered his digestion with pie and fried things becomes as dangerous a member of society as are the opium fiends and the cocaine-eaters. Dr. Oswald holds that the abuses practiced on the digestive system in the unwholesome food and the drugs swallowed are manifested in an ever-multiplying variety of nervous and digestive disorders, with their inevitable moral concomitants. Nerve poisons are at the bottom of religious insanity and sexual aberrations. They fill thousands of suicides' graves. Their influence has a good deal to do with the feverish activity of our political agitators and speculation desperadoes.

These people are not insane. They deliberately wreck their bodies with opiates and other noxious substances, and when they do not revenge themselves for the suffering which follows, on wholly innocent and inoffensive victims, it is because none are at hand to receive the blow. Such criminals, who are entirely responsible for all they do, are always excused on the plea of emotional insanity.

The Government of the United States spends thousands of dollars annually for the maintenance of cats. In every store-house there are from one to five of these animals, and their rations are provided as carefully and regularly as are those of the soldiers. The meat for them costs 6 or 7 cents a day per cat. General Merritt took three Government cats with him to Manila. Nearly every warship has a black cat for a mascot. Dewey's cat, it is said, rather enjoyed the Manila naval battle. When a shell was observed coming towards the flagship the cat would seem to watch the slight trail of smoke. If it had any length the animal would pay no further attention to it, knowing it would pass to one side. If the trail was but a mere point the cat would move off to another position, knowing the shell was making for a spot near where it sat. This is one of those interesting if not always trustworthy stories that help to embellish accounts of thrilling events.

Foreign countries are taking graceful notice of the order emanating from this country that instruments of all stargazers from abroad who wish to see the eclipse of May 28, 1900, may be admitted to the United States free of duty. This total eclipse of the sun will be visible in this country, the path of totality passing through one of the most thickly settled belts of the land, so that the general public will have an excellent opportunity to witness it. Men of science from all over the world are expected to be on hand and the superintendent of the United States Naval Observatory at Georgetown Heights, Washington, is prepared to do all in his power to assist the visiting astronomers.

Reindeer meat as an ordinary and inexpensive feature of the menu in Europe is about to become an accomplished fact. Some enterprising Norwegians have undertaken, under very favorable circumstances, to raise the animals in large numbers for slaughtering purposes. They expect to find profitable markets in France and Belgium, and will even endeavor to induce the beef-eating Britons to purchase it.

THE GREATEST RAILWAY.

When the American transcontinental railway, composed of two connecting lines, the Union Pacific, from Omaha to Ogden, Utah, and the Central Pacific, from Ogden to Sacramento, Cal., was opened for business in 1870, it was one of the wonders of the world.

Connecting at Omaha with railways eastward, and at Sacramento with a railroad to San Francisco, it made from New York to San Francisco a continuous route of railway travel of 3,450 miles. Much of the line was built through a wild and unsettled region, populated chiefly by Indian savages, who contributed little or nothing to the business of the railway, but having been built with Government money, or, more accurately, with the money obtained by the sale of United States bonds loaned to the corporations building the railways, it was impossible that the enterprise could become in a long time a paying institution, but it secured Government aid on the ground that it was a necessity for the public defense. Just how far that claim has been realized does not yet appear. The roads have been of use in carrying troops and supplies in the Indian and Philippine wars, and to that extent have rendered good service. The chief gainers from the enterprise were the projectors and managers of the roads, who secured enormous fortunes out of them.

Vast as was the undertaking of the construction of a railway across the North American continent, one that has since been several times repeated, it does not compare in stupendousness with that now in course of being carried out by the Russian government in a railroad across the conjoined continents of Europe and Asia. The distance from St. Petersburg to Vladivostok, on the Sea of Japan, is more than 6,000 miles, or nearly twice as great as that from New York to San Francisco. Since the plans which contemplated the Pacific terminus of the road at Vladivostok were arranged, Russia has negotiated a treaty with China which gives her the right to build a line from Onon, on the Siberian Railroad near this point of juncture with the Shilka River, south-easterly through the Chinese province of Manchuria to Port Arthur, on the north shore of the Gulf of Pechili, the waterway entrance to Peking. This line will probably be completed within two or three years, and Port Arthur will be the real eastern terminus of the Siberian Railroad. This will give Russia an ocean outlet free from the winter ice, which is liable to close for a considerable period the more northern harbor on the Japan Sea.

One of the interesting features of the great Russian railroad is Lake Baikal, which is an inland sea. It is nearly half as large as our own Lake Superior. It lies 1,500 feet above ocean level, just north of the Alta Mountains, which divide Siberia from Mongolia, and is surrounded by high hills. The projected line of the railroad around its southern end involves nearly 200 miles of alternate tunneling, excavation and embankment, in rocky material. According to a writer in the *London Times*, pending the completion of the road along the southern shore of the lake, it is proposed to carry trains across the lake on a ferry-boat, which is now being built. Since Lake Baikal is frozen over during five months of the year, this ferry-boat must also be an ice-breaker, and to carry whole trains it must be of unusual size. It will weigh 4,000 tons,

cost over a million dollars, and require a year or two to complete.

It is stated that when the line shall be completed, the first-class fare, from St. Petersburg to Vladivostok, will be about \$120, and the time ten days. The journey from London to the Far East, by way of the Suez Canal, now consumes thirty days and costs \$428. A trip around the world can then be completed in less than half the eighty days allowed by Jules Verne in his ingenious and fanciful forecast, "Around the World in Eighty Days," put forward some three decades ago. In this connection it will be a possibility to make a railway communication through Alaska on one hand and Siberia on the other, by means of a ferry over the narrow Behring Straits. This possibility is, however, much more a pleasing speculation than a practical probability. Nevertheless it may finally be realized.

A MISTAKEN IDEA.

The press dispatches indicate that Germany is disposed to look askance at everything this country does in the way of military preparation. The latest indication of this disposition is the comment being made in the German press upon the large additions being made to the American navy. Our German friends seem to think that this increase is aimed at Germany and will be a menace to German interests in the Far East. As a proper offset, it is urged that there should be material increases made in the German fleet.

While it is perfectly true that a large number of ships are building for the navy—as many as forty, in fact—and it is also true that the last session of Congress authorized the construction of twelve vessels, it is a mistake to suppose that any thought of Germany entered into motives which induced Congress to authorize so large a number of new craft. The larger ships building, such as the five battle-ships, were authorized long before the war with Spain, or before the era of expansion set in. Most of the torpedo boat destroyers and the coast defense monitors were authorized when the war with Spain was seen to have become inevitable, and the additions voted by the last session of Congress were the natural result of the popular enthusiasm roused by the splendid work of the fleet during the Spanish war.

Not a single thought of Germany underlay the authorization of even one of the ships now building, nor does anyone give any serious thought to possible trouble with Germany in the future. It is true that the sentiments entertained towards Germany are not particularly cordial at the present time; but this animosity is the result, not of political considerations or national antipathy, but entirely of Germany's unfriendly attitude in purely commercial and economic matters.

While it is true that the war with Spain gave us large interests in the Far East, there is no disposition, for the time being at least, to increase our responsibilities in that part of the world or meddle with the affairs of other powers that have interests there. We are building a large navy because it is believed that such a navy is needed for the protection of our own borders, and Germany must find some better excuse for further navy building than the menace to her interests of our fleet.

Time is not so large as eternity, but it seems to take up a good deal more room.

Shoes and Leather

Window Display For Shoe Dealers.

Lighting shoe store windows at night does not receive all the attention it deserves. A man complained that he had to quit drinking beer because he couldn't keep pace with the manufacture—the breweries commenced working at night and that didn't give him a fair show. And so it is with the show window. If it is properly lighted at night it will do equally as good work as in the daytime, in some cases more so, for it is only after the day's toil is done that many artisans can take their wives to look around the stores. True, for several hours during the night it will, perhaps, be so much waste, but that will be more than counterbalanced by the good that it will do between the hours of 7 and 10 o'clock, and lights should be kept in all show windows until that hour at any rate.

Speaking of lighting windows, considerable care should be devoted to placing the lamps. Experience has so far shown that the best results are to be got from placing the lights at the top or bottom of the front of the window in such a manner that the rays are deflected and will not strike in the eyes of passers-by. By placing reflectors back of them the efficiency of the lamps is materially increased and fewer are necessary to make a very brilliant effect.

Window dressing is conceded to be an art, but there are few indeed who are not possessed of sufficient ingenuity to make a fair showing even for a first attempt. Every attempt helps to make the next one easier, and if the window dresser is of an observant turn of mind, he will not fail to note the faults that appear in each effort and to remedy them on the next occasion. Where possible the beginner should get somebody who understands the art to criticize his work and point out its faults in order that he may improve by the experience of others. It is the little details that are most apt to be overlooked by the new beginner that make a window a success or failure.

Age has not withered nor custom staled the infinite variety that a set of stairs can be put to in a show window. Last week a local shoe dealer made a very neat and attractive display by means of one. There was nothing original in his method. The stairs were simply covered with bright pink and various tans and black shoes arranged on the steps, interspersed here and there with the bright colors of infants' footwear. There was nothing somber about it. Everything was bright and tastefully displayed and many passers-by were attracted and sales were numerous. The retailer in question is one of the most up-to-date in his section, but he claims that, as far as window dressing is concerned, old methods are good enough for him.

Dressing a window and omitting to attach price cards is somewhat like eating an egg without salt—there is no flavor to it. Unless prices are displayed on goods in a show window, very few people will take the trouble to enter a store to make enquiries about them. They will rather walk half-a-dozen blocks if need be until they find a store where prices are shown and then select the kind they want in the show window. It helps the salesman very materially

and saves much time for the intending purchaser. The cards should be neatly printed with the figures plainly marked, and as they can be had so very cheap, there is no earthly excuse for using those that are in any way soiled or dirty. They spoil the whole effect.—Shoe and Leather Gazette.



The Emotional Young Lady.

There is gladness in her gladness
When she's glad,
There is sadness in her sadness
When she's sad;
But the gladness of her gladness
And the sadness of her sadness
Aren't a marker on the
Madness of her madness
When she's mad.

Suggestions For Show Cards For Shoe Dealers.

"Let us whisper to you that these goods are great bargains at the prices quoted."

"Just figure it out yourself. It's just the height of the season to wear these goods, but it's getting late to sell them, so we make big cuts."

"Keep up with the times. You can't afford to be out of style when you can get goods at these prices."

"Money makes the mare go, and you can make money go a long way here."

"We need money to discount our bills, so we will give you the discount if you will give us the money at once."

"Catch step with the march of progress. Cash buying is now the only kind for economical people."

"Our boys in the Philippines have covered themselves with glory, but you, who are at home, will need some other cover. Notice these shoes for \$2."

"Kan't kick-'em-out shoes for kan't-keep-'em-in boys."

"Fashion's latest creations in women's footwear may be seen here. Please step inside, we will serve you well."

Cheap Shoes.

Many of the complaints that are rife about the meager profits that are made on many lines of summer goods may in a great measure be traced directly to retailers themselves. Some, for the purpose of attracting trade, lay in a stock of the cheapest and most inferior grades, which they offer at very little more than cost. These shoes look well for a time being, but there is naturally no wear in them, and the wearers soon find that they would have been dear even at half the price. If a pair of these are sold to a regular customer, it is quite possible that the annoyance he will experience may have the effect of sending him elsewhere to make his next purchase.

He was a great composer,
And operas he could write,
But he couldn't compose his youngest
When he walked him 'round at night.

If all the devils were cast out of some people they would look like walking skeletons.

REMOVED

AT HOME, 10-22 N. IONIA ST.

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

RINDGE, KALMBACH,
LOGIE & CO.,

GRAND RAPIDS.



BUY GOLD SEAL RUBBERS

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

GOODYEAR RUBBER CO.,

382-384 EAST WATER STREET,
MILWAUKEE, WIS.

W. W. W. LLIS 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

We Manufacture Shoes

We put the best that money can buy into them. We use first-class material, employ skilled labor, use up-to-date machinery, and back up the whole business with long years of experience. Everything that enters into the making of our shoes is first class; the result is first-class. Our shoes are right. They will bring you trade. Try them.



HEROLD-BERTSCH SHOE CO., Mfrs., Grand Rapids, Mich.

Side Lights on the Shoe Trade.

Prices of shoes must be regulated by each firm individually, rather than by a convention of shoe manufacturers. The opinion prevails largely in this section of the country and, according to the London Boot and Shoe Trades Journal, it is also entertained across the herring pond. A correspondent of that paper says: "One Leeds firm has notified their customers of an uniform advance of 5 per cent. upon prices, and has persistently insisted upon getting it upon all lines ordered since the issue of the circulars. There is no other satisfactory method of obtaining compensation. There may be buyers who will temporarily refuse orders with the view of testing the strength of the manufacturers' resolution to get prices for his goods which are profitable, but it is certain heavy goods can not be made at low prices out of dear leather, and an advance in the price of shoes, especially heavy ones, must come. The leather trade is quite in sympathy with that of boot manufacturing, and until autumn orders for shoes come along little change of this condition can be looked for. The scarcity of rough offals is still the cry, and prices are relatively too high."

* * *

Unwelcome as it may be, the condition exists that an advance in the prices of shoes is inevitable and retailers will do well to be prepared for it. They should not, however, have much difficulty in getting better prices from the public. Practically every one knows that all those things which enter into the manufacture of shoes have advanced in price considerably of late and that it would be unreasonable to expect manufacturers to work at a loss. Unless the advance is conceded, manufacturers will be placed in that unenviable position, or else they will be forced to reduce the wages of their employees and subject the country to all the misery, inconvenience and annoyance of a general strike or lockout. That would be a national calamity at the present time, and it is not likely, after proper representation, that the public will do anything to bring about such a state of affairs.

* * *

Playing a waiting game in the hope that prices of leather will fall does not seem to be the best policy to pursue in view of the constantly increasing demand for leather. The tendency of leather is to advance rather than diminish and those who have large orders on hand will do well to get in a stock before any further advance takes place. At present tanners are asking top figures, especially for light and middle-weights in hemlock sole leather, and the smallness of the stocks leads to the belief that they will soon ask and get a better price for these grades. Just now they are experiencing some difficulty in filling orders, and if that condition continues for any length of time, an advance is inevitable.

* * *

Shoe manufacturing can not be such a profitable business at the present time as many would seem to think, or a factory which cost \$70,000 to build and equip would never have been let go for the beggarly sum of \$5,950, which was all it fetched at public auction. The factory had been operated by Messrs. Bond and Corey, in Augusta, Me., who were unable to continue it, and it was sold to Wm. H. Lee, of Boston, at the price above mentioned. The factory was only put up for auction after all attempts to lease or rent it had

failed, notwithstanding its proximity to Boston, it will not again be used as a shoe factory. This the new owner has fully determined on.

* * *

Exactitude in describing the good qualities of a shoe is very essential. In their eagerness to make a sale, clerks are sometimes tempted to exaggerate them and to ascribe qualities to them that they do not possess. This may literally be construed as a falsehood, and a falsehood of the worst description, as there is a sufficient amount of truth connected with the statement to make it more deceiving, and when the customer so "sold" finds out the full extent of the misrepresentation he is apt to treasure it in his memory until the occasion arrives when he needs another pair. Then the dealer needs to be of a very sanguine temperament indeed who hopes to make another sale to the victimized purchaser. Rather than misrepresent the goods it were far better for the clerks to remain silent. Exaggerated talk never has much influence at best in making a sale, whereas a promise or guarantee made inadvertently may and probably will act as a boomerang.—Shoe and Leather Gazette.

Should Remain Spinsters.

The woman who proudly declares that she can not even hem a pocket handkerchief never made up a bed in her life, and adds with a simper that she's "been in society ever since she was fifteen," should not marry. And there are others.

The woman who would rather nurse a pug dog than a baby.

The woman who wants to refurnish the house every spring.

The woman who buys for the mere pleasure of buying.

The woman who thinks men are angels and demigods.

The woman who would rather die than wear a bonnet two seasons old.

The woman who thinks that the cook and the nurse can keep house.

The woman who buys bric-a-brac for the parlor and borrows kitchen utensils from her neighbor.

The woman who wants things just because "other women" have them.

Random Reflections.

When we are young we think every one is unjust to us; when we are older we know that every one is unjust to everybody.

To be immortal is nothing. To be worthy to be immortal is the great thing.

When prosperity goes at a jog trot it isn't bad for us; but it shouldn't break into a run.

If we could only help ourselves to the bait and leave the trap untouched, how much happier life would be!

It is an open question as to whether indecision or rashness has assisted us to make the greater number of mistakes.

Don't tell one friend of your quarrel with another; it may confirm his suspicion that you are hard to get along with.

The Other Side of the Story.

Singleton—What's the trouble, old man? You look all broke up.

Wederly—You would doubtless look broke up, too, if you had a mother-in-law like mine, and she—

Singleton—Ha! The old, old story; she's coming to spend a few weeks with you, I suppose.

Wederly (sighing)—No; on the contrary, she has been with us for two months, and to day she was compelled to return home. She nursed my wife through a bad case of fever, took care of the baby, attended to the household duties, mended my clothes, and loaned me five dollars on three different occasions. Oh, I tell you that woman is an earthly angel if there ever was one.



Tappan Shoes spell satisfaction from the maker (that's us) to the wearer. Worth makes the man and the shoe.

TAPPAN SHOES

have worth and wear to spare
These goods should find a place in your store. Write for price list.

TAPPAN SHOE M'FG 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."

Save
5 per cent.

It's 5 per cent. in your pocket to buy rubbers before Nov. 1. Why not take advantage of the chance?

Lycomings—none better—25-5 per cent.

Keystones—seconds that are almost firsts—25-5-10 per cent.

Woonsockets, 25-5-5 per cent.

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

Our agents will visit you soon.

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

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.

Fruits and Produce.

Observations by a Gotham Egg Man.

It is undoubtedly true that the outlook for the high priced spring and early summer egg accumulations would have been improved if it had been possible to work all the later summer gatherings into consumption. A low range of July and August prices might have helped to this end by increasing the consumptive demand somewhat and lessening the collections—for collections are naturally larger when prices are relatively high, even under equal production. But the seed for this summer's accumulation of eggs was sown when the rates paid for spring stock were fixed on a high plane, and however undesirable the continued accumulation of eggs in storage may be for the holders of spring stock, this accumulation is the natural result of the high cost of the earlier packings. Many operators who refused to speculate in eggs at all last April and May did so in the full expectation of getting in on the cheaper summer goods; their argument is that when prices begin to go up in the early fall the advancing tendency is usually checked only by the offerings of held stock; and that the summer eggs now being put away at a cost of say about 10¢@11½¢ case count can be sold at a profit before holders of the April and May packings can get a new dollar for an old one. Of course when spring eggs are put away cheap the September prices are held by offerings of these at a lower range and the incentive for storing the summer goods is less. Thus the effects of high prices in the spring storage season not only reduce the chance of profit by reason of their own elevation, but, by encouraging an expectation of a period of relatively high prices in the early fall, tend to stimulate a larger summer storage at the expense of healthy conditions.

* * *

One of our large egg receivers who had had some nice Northern eggs turned out of the grade of "firsts" by the inspector because, in the opinion of the latter, the stock was "a little too small in the average size" remarked to me the other day that there ought to be some more definite way of judging accurately whether eggs were under standard size or not than by leaving the judgment simply to the eye of the inspector. He suggested that a standard of weight be established for extras, firsts and seconds and that the inspectors should weigh the eggs taken out when inspecting so that there would be no room for erroneous or variable judgment. This would seem to be a perfectly feasible plan and would of course furnish a definite standard to aid the inspector. I have been informed that the plan has been adopted on the Pacific coast with very satisfactory results; there the standard weight for firsts is 1.5 pounds to the dozen, or 45 pounds to the 30 dozen case. If such a rule were to be adopted by the Exchange authorities, it would be well to consider whether the standard weight should vary from season to season in view of the fact that regular collections of spring eggs would weigh more than relatively equal qualities of eggs packed in the fall, owing to the older average age of the latter. It would also be necessary to consider whether all the eggs taken out or only the good ones should be weighed to ascertain the average.

* * *

Mr J. Schlosser, of Schlosser Bros., Chicago, proprietors of several Indiana

creameries, was a visitor to New York last week. Mr. Schlosser is also interested in eggs and stated that collections in the territory covered by his firm had been rather larger than usual this summer. He attributed this to the unusually late beginning of egg production last spring. Mr. Schlosser said he had had a pretty good idea of the egg situation up to about two or three weeks ago, when he began to appreciate the quantity of eggs stored. Speaking of storage stocks in Chicago he said that he knew of only one Chicago storage house now taking eggs, most of the plants being full. As the total capacity of Chicago houses for egg holding is said to be 700,000 or 800,000 cases the general Chicago estimates of 500,000 cases, now held in storage there are probably largely below the fact.—N. Y. Produce Review.

Shipping Melons by the Trainload.

Poseyville, Ind., Aug. 11.—The Indiana watermelon harvest has begun. Between this and Sept. 20 from 1,500 to 2,000 carloads of melons will be shipped out of the Indiana "watermelon belt," while a proportionate number will be shipped from the newer Illinois fields which lie on the other side of the Wabash. Very few Indiana people even have a slight idea of the extensiveness of this comparatively new industry. Even a smaller per cent. know that the best melons in the world are now raised in Indiana and on the markets they have the call.

The great Indiana melon belt has two centers—Poseyville and Decker. It extends, however, from Vincennes to Mount Vernon, although the profitable fields for commercial raising are limited to the northern part of Posey and the southern part of Gibson county and bordering on the Wabash river. Although the melon has a great deal of water in its makeup, it requires a sandy soil for profitable culture. The best lands are therefore found within six or seven miles from the river. Poseyville is now probably the greatest watermelon shipping point in the North-Central States. Its shipments last year ran as high as 101 carloads of melons a day and for a week there were ninety carloads a day shipped to Chicago and other markets. The shipments from Decker, the center of the Gibson county field, run about two thirds of the Poseyville billings. Other centers are Busseron, Blackburn, Cynthia, Cypress, Duncan, Emison, Hyatt, Oaktown, Owensville, Patoka, Plainville, Plummer, Washington, Worthington, Vincennes, Purcells and Fort Branch. The shipments from Poseyville and Decker, however, are over half of the total. Last year the shipments ran from 1,500 to 1,600 carloads from the district.

It costs about \$30 a carload on an average to move them. The freight bills, therefore, footed up to about \$50,000. The industry has become so great during seasons of the year that the E. & F. H., which moves most of them, has become known as the "watermelon route."

Watermelon raising has been reduced to a science. In the vicinity of Poseyville there are over 2,000 acres in melons. By scientific growing they run hundreds to the acre and their weight has been gradually worked up to a point where they now tip the scales at seventy and eighty pounds. The largest one brought into Decker last year weighed eighty-seven pounds.

Watermelons pack about 1,200 to the car. On shipping into Chicago this reduces the rate to about 3 cents a melon. There has been a complete revolution in the handling. At first, when the industry was new, the growers shipped the melons. As a result, many of them wound up the season in debt. The freight service was not as perfect as it is to day, and before the melons arrived at their destination, they were, in many cases, defective. The railway companies, handling small consignments for individuals, did not give the traffic the

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.

SEEDS

We carry large stock **TIMOTHY SEED.** Prices very low.
Crimson, Alsike, Alfalfa, White, Medium, and Mammoth Clover Seeds.

Orchard Grass, Blue Grass, Redtop.

Can fill orders quickly.

MOSELEY BROS., 26-28-30-32 Ottawa Street,
Grand Rapids, Mich.

MAKE A NOTE OF IT. WE HANDLE

APPLES
MILLER & TEASDALE
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.

WE ARE IN NEED

of PEACHES, PEARS, PLUMS,
APPLES, HUCKLEBERRIES.

STRANGE & NOKES, Wholesale Fruits
Cleveland, Ohio.

care and attention they now do. Now the melons are sold on the ground. Many of the crops are contracted for before the melons begin to form. The price paid is gauged by the crop and the demand. This year it is ruling fair, and the growers will realize from \$30 to \$60 an acre off their crops. The shippers sell these consignments for about \$125, in Chicago, which makes good melons run about 12 cents apiece. If 2,000 carloads of melons are shipped out of this section this year, it is a conservative estimate that the Indiana growers will be \$100,000 ahead. The shippers should clear \$60,000 to \$75,000.

Watermelon specials are run out every day and the local consignments are taken out by the through freights. The shipments East are now being made in refrigerator cars and the melons can be laid down fresh in New York. Most of the Indiana melons, however, go to Illinois, Ohio, Eastern Pennsylvania, Indiana, Northern New Jersey, West Virginia, Kentucky, Louisiana and Tennessee.

Poseyville is a town of about 800 to 900 people. When the melons are ripe it is one of the busiest railway shipping points in the State. Every wagon and wheeled vehicle within reach are in service moving the melons to the railway stations. Loading platforms are improvised and are crowded with melon handlers. There is always a new crop to be taken in every morning. It is estimated that watermelons will run almost one carload to the acre, which means about \$50.

It takes about two acres of nutmegs, cantaloupes or "gems" to fill an ordinary car, which will hold about 6,000 of them. They are packed in crates.

Watermelon land has to be handled carefully. It is sowed in wheat one year and in melons the next. It has been found that fertilization is necessary. The very best watermelon ground, however, is good for nothing else. It is plowed in the usual manner and laid off in hills ten feet apart. The fertilizer is put into the ground in the furrow and then the hills are converted into mounds about two feet in diameter. The seeding is generally done in May, or as soon as the ground is warm enough to justify it. The greatest work then is to keep up a constant running fight against worms and bugs. There are as many insect enemies to watermelons as can be found arrayed against any kind of vegetation. The most remarkable thing about melon culture is that an extra wet season has a bad rather than a good effect. The melons mature just as quickly and look as well on the ground, but the core is stringy.

Moderate Apple Crop in Prospect.

From the Orange Judd Farmer.

So far as can be ascertained at this stage of crop development, the yield of winter apples in the United States and Canada will prove fair, but not specially large. While a good many sections which showed a total failure last year will have some apples, the commercial orchard belt, as a whole, will return nothing like the bumper crop of '96. Investigations just made by the Orange Judd Farmer also bring out the interesting fact that the crop will be fairly well distributed, no section being entirely without merchantable fruit, and no state showing a full yield. The deficiencies are most marked in such old standbys as New York and New England. Across the line in much of Ontario and also down in Nova Scotia and Prince Edward Island, sections which export a good many apples, the outlook is generally good to bright.

Working West and Southwest, conditions are variable, Pennsylvania and Ohio having a fair promise, and the few apple pockets of Virginia and the Middle South promising to turn off considerable quantities available for home and foreign markets. Portions of Indiana and Michigan promise well, but our reports from these States are quite uneven. Wisconsin will have practically no winter apples, according to the best authorities. Illinois will have a good many of both autumn and winter varieties. The yield west of the Miss-

issippi River promises to be less satisfactory than earlier hoped by the up-to-date orchardists in that section coming so prominently to the forefront in the commercial apple belt. The crop of fall fruit in Indiana, Illinois, and Missouri, is much larger than that of winter, but the quality is only fair. The greater part of the yield throughout the entire West will be from old trees.

As outlined in our earlier reports, it has been apparent all along that New York and New England will have nothing like a full crop of winter apples. Leading orchardists give various reasons: In many sections the trees failed to blossom fully; here and there complaint is noted of fruit failing to set even after a full bloom, and as indicated, certain varieties, notably Baldwins in New York, have done little. The June drop proved quite severe in many important sections, this being very evident now that the season is so far advanced and fruit remaining on the trees having attained considerable size. Conditions are naturally best where farmers and fruit growers have paid most attention to the care of orchards and the use of insecticides. Our reports show that while there is the usual complaint of damage from codlin moth and other pests, there will be liberal quantities of fine fruit available for the winter markets.

Reporting for Central Indiana, Prof. J. Troop expresses a belief in a good crop of winter apples and says where trees were sprayed the fruit is quite perfect; some other sections of the State, however, appear to be less favorable, with complaint of apples dropping badly and few perfect specimens left on the trees. While the drop has been pronounced in Michigan orchards, weather conditions the past few weeks have proved favorable, and reports to Orange Judd Farmer indicate that the crop is improving; a correspondent in Oakland county says quantity above last year, Spys and Baldwins predominating. A report from St. Joseph county complains of codlin moth and scab. Berrien county advises estimate about half crop, fall apples not as good in quality as winter fruit. In Illinois orchardists are not yet fully awake to the importance of caring for their trees, and the crop is slightly irregular; apparently plenty of early apples, inferior in quality and moderate prospect for winter varieties. An Adams county correspondent reports some fine Jonathans, Ben Davis, and Maiden Blush. Missouri's crop will not prove as good as earlier hoped, quality somewhat indifferent, requiring severe assorting and culling to make a good pack. A correspondent in Johnson county says apples have dropped badly and fruit on the trees scabby and gnarly. The outlook is somewhat irregular in Arkansas and Kansas; progressive orchardists in Nebraska will turn off some fruit for market. Secretary A. J. Phillips of the Wisconsin horticultural society says there will be little winter fruit in his State; A. D. Barnes of Waupaca coincides with this view. Southeastern Iowa will have some Ben Davis, other varieties rather scarce; our returns from the southwestern part of the State are not of such character as to warrant a report at this time.

Canada's apple crop, noted for its excellent quality and the favor shown it in foreign markets, is generally promising at this date. Secretary Woolverton of the Ontario fruit growers' association reports winter apples fine in quality, 50 per cent. of a full crop, Spys a full crop, conditions so far perfect. Down in the famous Annapolis valley of Nova Scotia the outlook is good, President Bigelow of the fruit growers' association estimating 400,000 barrels for export, against 300,000 last year.

The Supreme Test.

"Well, did you have a good trip?"
"No. Merely sold a lot of goods to men who wanted them."
"What on earth do you consider a good trip?"
"Selling a lot of goods to men who don't want them."

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.

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.

WORLD'S BEST

S.C.W.

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

PRINTING FOR PRODUCE DEALERS **Tradesman Company**
Grand Rapids.

AS AN ARMY RATION.

Why the Use of Cheese Should Be Authorized.

In the arming and equipment of armies and navies all civilized nations have made use of the experience gained in centuries of warfare, of the experiments of science and of modern inventions. Magazine guns and rifles, smokeless powder, electricity and steam have succeeded to the spear, the flintlock musket and the muzzle-loading cannon. No expense is spared in supplying the armies and navies with arms and ammunition of the latest and most efficient kinds, and the result as shown in all recent wars has been that great battles may be fought and won or lost in as many hours as formerly it required days; that wars which have decided the fate of nations have begun and ended in a few months; that while the cost in human life in battle has not been less than formerly, yet the defenseless inhabitants of countries involved in war have been largely spared the misery, distress, famine and plunder which invariably accompanied the long wars of olden times.

While better arms and ammunition and swift transportation have made the soldier service powerful and efficient so long as he retains health and strength, little or nothing has been done to improve the quality of his food or its proper supply. The food ration has not materially changed since the days of the Springfield musket. While every table in the land has in some degree been bettered by modern ways of preparing and supplying food, the soldier's ration has remained the same. If the soldier were a machine he could hardly be fed with more unyielding sameness of food, regardless of climate, season or condition of health. If the food thus supplied were of good quality uniformly there would be no special ground for finding fault, except that the commissary has not kept pace with the ordnance department. But there are graver faults. In the late war with Spain typhoid fever, scurvy and dysentery, well known as diseases resulting from unsanitary surroundings and unfit food, slaughtered hundreds of our gallant soldiers before they left our country, while yet in camps, fed according to rule, and under constant supervision of their officers and surgeons. The bravest lost courage when seeing, day after day, their comrades carried out to hospital or grave. They had expected glory, wounds or death in fair battle, but to die ingloriously of diseases, the product of unclean swamps and rotten food, cooled the warmest patriotism.

The investigation of the abuses, mistakes and frauds in the food supply of the army developed that officers high in authority had been grossly ignorant of their duties and criminally neglectful of precious human lives. Meat which was contracted to be fresh refrigerated beef is said to have been preserved from decay by substances which rendered it unfit and poisonous as food. Canned meats were after inspection found to be so decayed as to cause the condemning for destruction of 16,000 packages at one time. Of the salted meats furnished as rations much was inferior to begin with, and its rankness was only surpassed by that of the language developed by the investigation from some whose position implied that they should be gentlemen. As to other foods furnished to make up the established ration little complaint was made. Heat or exposure has a much less influence on sugar, hard tack or flour and coffee than on meats. While in camp and within reach, friends of soldiers occasionally sent some home food to vary the camp ration, but this was not regular, and then the officers insisted that such food did injury rather than benefit.

About this time a measure was introduced into Congress providing for a cheese ration, but it died a smothering death in committee. At least it never was brought to a vote, although analysis, facts and figures were in its favor. It is always difficult to overcome habit and precedent, to say nothing of prejudice.

Cheese as an article of food has been known from the earliest times. Its use as soldiers' food is mentioned in the Book of Samuel in the account of David, who was sent by his father to the camp of Saul with ten cheeses for his soldier brothers. We read with wondrous admiration of the brave deeds of this cheese-fed lad, and of the army of Saul. The brave defense of their country by the cheese-eating Swiss peasants against terrible odds is a matter of more recent history. There are other instances, but these may suffice to show that the use of cheese in no way impairs the strength or courage of a soldier; that it is the equal of any food and the superior of many in the qualities that support life, strength and endurance.

In European countries those who perform hard work find in cheese their most convenient and cheapest strength supporter. The burthen carrier and quarryman of warm Italy and Spain, the ditcher and laborer of moist Holland and Great Britain, and the mechanic and farmer of Germany and Russia rely

upon cheese more than upon any other form of food to repair the daily waste of muscle and sinew. In those countries cheese is eaten in large quantities, and as a regular part of the meal as much as meat in this country. The fear of indigestion does not trouble the laboring man and woman. That is the specter of pampered, overfed idlers. The same amount of any other concentrated food would plague their digestion just the same.

As a ration for the soldier engaged in active drill, in forced marches, or any other hard duty, cheese is a most valuable and convenient food. Valuable because in price it rarely exceeds that of good meat, because it is instantly available without cooking, and the process of making and curing it has in no way impaired its nutritive qualities. Of the long-keeping varieties extremes of heat

or cold will not affect it as much as they do meat. It contains in small compass all of the elements which good milk possesses. It is a grateful food to those whose digestion has been injured by trying to assimilate the fat, salt ration pork and the still more indigestible beef which has been converted by salt into leather-like stringiness.

Prof. Frankland, an eminent chemist of London, after careful analysis and experiment, found the relative value of one pound of full cream cheese to be equal to three and a half pounds of lean beef or four pounds of veal, three pounds of lean ham, two and a half pounds of eggs, one and a half pounds of fat pork, five pounds of potatoes, or two and one-third pounds of bread. Other chemists of note substantially agree with Frankland in these results. The German government has made

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.

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

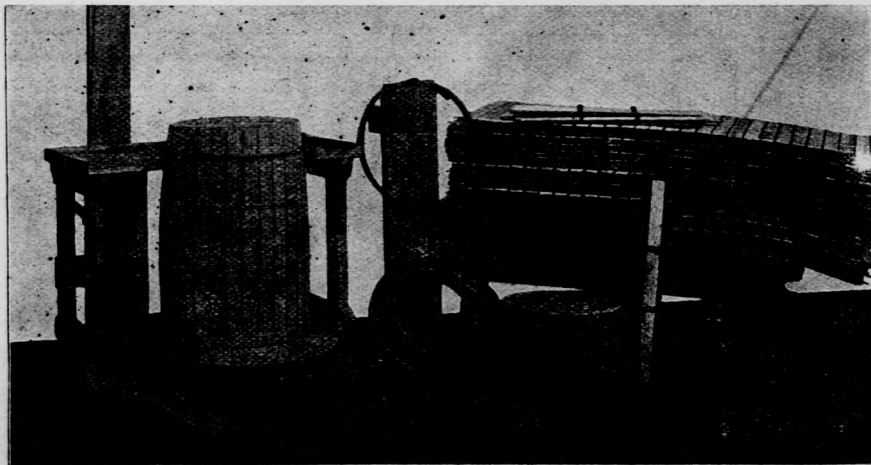
ONE HUNDRED DOLLARS

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.



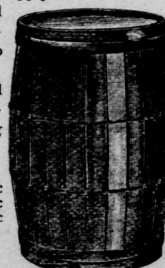
The Hercules Ventilated Barrel

Just the barrel in which to ship apples, potatoes, onions, vegetables, or anything that requires ventilation. We furnish the barrels to you knock-down in bundles, thereby making a great saving in freight. Fourth-class freight rates apply in less than car lots. One boy can set up from 75 to 100 barrels per day, and with your first order for 500 barrels we furnish free our setting-up outfit, or we charge you \$3.00 for it and refund the \$3.00 when you have purchased 500 barrels.

The Hercules has been endorsed and recommended by all prominent fruit and commission men in Chicago, and is considered the very best barrel for shipping any product requiring ventilation. Our prices, f. o. b. Chicago, are as follows:

Apple-barrel size, 17 1/2-inch head, 29-inch stave; 12 pecks.
In lots of 100, heads & hoops complete, knock-down, each...22c
In lots of 200, heads & hoops complete, knock-down, each...21c
In lots of 500, heads & hoops complete, knock-down, each...20c

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



Hercules Woodenware Co.,

293 W. 20th Place,
Chicago, Ill.

cheese an occasional ration. The Swiss National guard, when in active field duty requiring unusual effort, is given a cheese ration instead of meat, all with the best results.

There were fairly good reasons formerly why cheese could not be a regular army ration. There was a time not so very long past when the making of cheese was only on a small scale, in the summer months, and under very crude conditions and by unskilled persons. The cheese made was of all grades of quality from very good to very bad, and its supply and consequently its price fluctuated between extremes. Neither its quality, its price, its supply or its keeping qualities could be depended on. But with the coming of the factory method of making cheese came uniformly good quality, regular supply and steady price. The extent of the dairy lands in the Northern United States and Canada suitable for cheese product is without limit. Cheese is now produced in such quantities that the market is at least as steady as that for meats, taking the amount of nutriment into consideration. Cheese has been lower in price per pound during the last five years than the average of good meat; hence, there are now the best of reasons why cheese should become at least an additional army ration in all cases, and an exclusive one where climate and other conditions make it impossible to supply meat in condition fit to be used.

It is but just, however, to add that all kinds of cheese are not suitable for rations any more than veal or mutton is as suitable as beef or pork. All of the soft cheeses quickly made and soon cured are unfit because they must be used as soon as possible after being ripened. They are at their best when just ripe and at their worst very soon afterward. They are good in their season, but do not stand long transportation nor extreme heat or cold.

The standard Cheddar cheese made for long keeping and produced in unlimited quantities by thousands of factories in the United States is an available cheese for rations. Rich in nourishing power and agreeable in taste, no ill effects follow from its liberal use by people who are active. Its supply and its price are no more fluctuating than of any other staple food.

The Swiss cheese, of which great quantities are now made in our country, especially in Wisconsin and Ohio, is another most valuable cheese for rations. It heads the list for mild, rich flavors and for long-keeping quality in all kinds of weather. The process of making it is especially devised to the end

of producing a cheese which bears long keeping and extremes of temperature. Since this cheese also is made by the factory process, its supply and uniformity in quality and price can be depended on.

In the interest of the health and life of the private soldier and sailor, and to the end that they may preserve the vigor of body and mind so indispensable for efficient work, the adoption of cheese as one of the parts of their food ration should have at least a fair trial.

JOHN LUCHSINGER.

Leave Business Cares at the Office.

It is of vital importance to leave business cares behind and close the office on daily worries. The journalist who edits a paper during the day and writes stories or magazine articles at night soon goes to pieces, like Harold Frederic. It is the same with other professions.

A man may study in the quiet of his library, but he should devote his evenings to something different from his daily tasks. If he must work at home let it be in the morning hours when he is fresh, rather than with a fagged brain. The principal meal should be eaten in the evening, and leisurely digested, and this is another reason why nothing arduous should be done afterward.

Rest should be positive and negative. It may be continuous or taken at intervals. One person requires quiet and cessation from all exertion, although he may play cards or billiards, or chat with his family or friends. Another finds rest in change of occupation, and can work hard without harm provided it is a different kind of labor.

Men who are actively engaged all day should not seek recreation at the opera and theater, which are not sufficiently restful for excited nerves, but they need quieter amusements.

Sunday, which should be a day of real rest, is spent by the well-to-do American in a far from hygienic manner. He rises late, swallows a hearty breakfast, dawdles around reading the billposter papers, or goes to church, then eats a heavy dinner, and after a nap and a stroll on the avenue, takes supper of hot biscuits, rich salads, cake and preserves. No wonder that Monday is blue with dyspepsia and irritation. Those who spend at least part of Sunday in the open air feel refreshed for their week's work.

And She Didn't Have To.

Young Mistress—I don't see why you should leave me so suddenly. I'm sure I've done all I could to help you with the housework, and I have done all the cooking.

Maid—Yes'm, that's what the "mat-ter."

"What is?"

"I can't stand y'r cooking."

If You Would Be a Leader



MANISTEE.

Her Lumber and Salt Interests and Her New Resort.

Manistee, Aug. 5.—This pretty town, with its mills and millionaires, has not only a great number of magnificent lawns and costly mansions, but has our own beautiful Lake Michigan at its very door. It has also an air that stimulates like wine, and perhaps intoxicates like it, for one can sleep here almost half the time. Its lumber mills and salt wells are the two great sources of wealth; and a few statistics concerning both may be of some interest to the Tradesman's readers.

There is 350,000,000 feet of lumber manufactured here in a year, and except for the deafening noise I would like to stand for days and watch the wonderful machinery that converts logs into boards, shingles, staves, etc., etc., and by machinery see them carried here and there with such precision and speed and tirelessness. That is the comfortable feature of watching machinery—you know it does not get tired. One almost forgets that the vast and complicated mechanism seen in these large lumber mills is a huge monster living on fire and water. But in a moment he remembers that all these engines, boilers and furnaces would be an inert mass of meaningless matter were it not for the invisible thinking mind of man back of it all.

To own a salt block means also to own a lumber mill, the same machinery being used for both, a great saving of fuel being thereby secured. The largest salt block in the world is located here; and it is a wonderful sight, not only the vast amount of machinery required, but the solid acres of salt, piled up like huge mountains of snow. I saw them drilling, with a weight of 3,000 pounds attached to a rope, that went up and down as noiselessly as the falling of summer rain, but was cutting into the solid rock, and had already reached a depth of nearly 2,000 feet. Five thousand barrels of salt is manufactured at this one plant in one day. There are fifteen immense boilers in operation day and night, furnishing steam to run all this machinery. There are two engines that work together, of 250 horse power each, making a total of 500 horse power.

I saw long rows of men standing in front of vats, with the steam from the hot brine coming up and enveloping them like a mist. They stand there ten hours a day, with heavy shovels lifting the wet salt out of the vats, where it settles, up to a long platform above the vats. All day they stand there, in that salt steam, shoveling salt, bare-trunked and bare-footed, with the one garment worn to meet the requirement of law. I never saw such white skin—it is steamed white. These human machines have intelligence and feeling, and that, I suppose, is the reason I hurried on to other portions of this vast and wonderful plant; and at last I turned my eyes to the lake that bears on its surface all this lumber and all this salt.

But I want to tell you of the new resort, called Orchard Beach, two miles from Manistee. It is ideal in having everything requisite for a day's outing, and when the cottages are built, will be a beautiful place for a summer's outing. To sit under apple-trees and hear the music of Lake Michigan's waves, to look over fifty acres of green pasture dotted about with tables and benches for picnics, with patent swings by the score, free to all, with observatories supplied with seats to view the vast expanse of sea and sky, to go down by easy steps to the beach and sit there in the shade, is a treat that every one here can enjoy for a five-cent ride on an electric car. There is a hotel being built on the grounds and a theater has just been completed, finely lighted with electricity, where one can listen every night to very good talent. To be sure, we have the crowds at our own little Reed's Lake (or, as it now is called, Ramona Lake), but here they have grand Lake Michigan. And yet there is more in the magnetism and enthusiasm of a crowd than we are aware of. The great-

est and the least wonders in nature mean more when seen and appreciated by a throng. Reputation adds to the value of a place, as well as to a book. We like what all the world likes—partly because all the world likes it. And so our own dear little lake, where so many thousands of people while away the afternoon or evening, has worth by virtue of the great numbers who visit it, as well as for its own quiet beauty.

The man who has fitted up this place owns not only these broad acres of orchard and meadow, but also the electric road that leads to it; and while he is helping others to a great deal of enjoyment he is at the same time doubtless making it the means for pecuniary gain to himself. I suppose this law is universal. When we give another any good we receive in the same or greater measure, and this law of compensation acts in the tangible and intangible things alike—in the material, mental and spiritual world. We water a plant and it gives us color and perfume. We speak a kind word to a dog and give him a bone and he follows us to the grave in his devotion. We forgive an enemy and his sincere repentance is our reward. But we so seldom think of this law as applied to wealth. The world gives a man the opportunity to amass a fortune, he in turn builds factories, develops mines, opens mercantile houses, and thus gives employment to thousands. Or he enriches the world with books of travel—with his culture, his gathered store of knowledge. He procures what we cannot afford in paintings and curios and we are able through his hospitality to enjoy them the same as he; for we can see them, and that is all that he can do. To be sure, the inherent love of possession is added to his enjoyment. But the transitoriness of life and hence of earthly possession makes mere ownership a thing of minor importance. We all of us have the whole world, with its beauty and its grandeur, with its lakes and its mountains, its caverns and its cataracts, its sunsets and all its other glories. And our ships and fast express trains have brought all these things within the possibilities of so many. And yet it seems to take the whole world, in these later days, to satisfy us, both young and old. While a doll or cheap toy was once enough to make a child happy from almost one Christmas to another, now he must count his gifts by the score; and they must be costly and wonderful or he feels defrauded of his rights. Once a fond aunt who had come to visit a sister was telling the little nephew that she was going to get a fine carriage with a driver and take him and his mother out riding, when he languidly replied, "Then what will we do when we get back?" Once older people were satisfied with comfortable homes. Now we long for corner lots and stately mansions. We have hurried on from tallow candles to houses ablaze with electricity, from pine floors to polished oak and marble, and from a simple homelike meal to an elaborate menu, with its foreign dishes and accents. No costly silk or lace is now beyond our longings. And few people care for the simpler life. Rather we are awaiting new inventions and improvements. The fast express, although each year shows a little more rapid rate, is still too slow, electricity too limited in its application and now we are planning to bottle up the light and heat of the great sun during the summer months, just as we can our fruit for winter use. While we sometimes say that we are living in a wonderful age, yet we do not greatly mean or realize it—nothing surprises us. We are rather expecting an Edison to make all past inventions useless in the discovery of something better.

The Same, Again.

"What would you like for luncheon, Tommy?" asked Tommy's mother, as they sat own in a department store restaurant.

"Ice-cream," replied Tommy, with a smile of anticipation.

"And what else?"

"More ice-cream," said Tommy, with a larger smile than before.

Recipe for a Saleslady.

This is a very easy dish. All that is required is a little giggle, brass to season, and a garnishing of frizzes, bangs and cheap jewelry. Mix in an empty skull and serve.

AMERICAN CARBIDE CO., Ltd.

Jobbers of

Calcium Carbide

and all kinds of

Acetylene Gas Burners

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

Orders promptly filled.

Jackson, Michigan.

The Howhowhat.

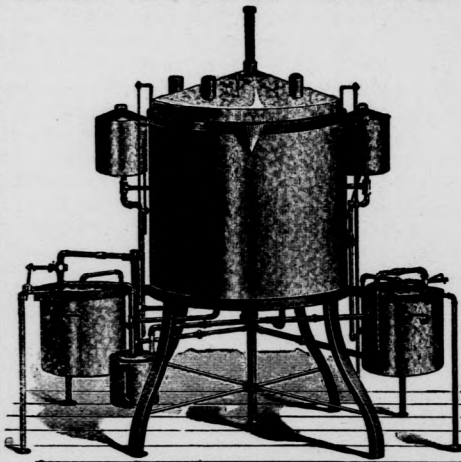
It has been said that, unquestionably beyond reach of successful contradiction, more retail merchants make a failure of their business from forgotten charges, caused by lack of systematic management, than from all other causes combined, which statement leads one to think things ought to change; but how? By whom and what? First, How? By introducing a system to this class of business men that insures them against the possibility of a forgotten charge, used in connection with a system for retailers which saves the profits, only from which are fortunes made. Second, By whom? By the Egry Autographic Register Co., who plan systems for retailers in all lines of business, enabling them to save the profits by stopping the leaks. Third, By what? By using the Egry Autographic Register—adapted to any class of business needs.

Address inquiries or send orders for what you want to



L. A. ELY, Alma, Mich.

WE ARE THE PEOPLE



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

TURNER GENERATOR

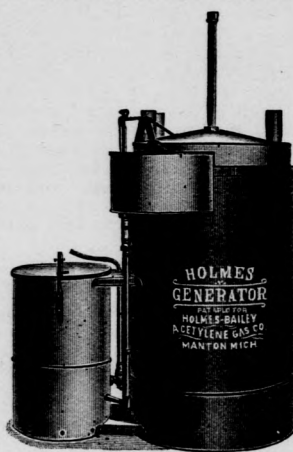
If you want the newest, most economical and most easily operated machine, write for quotations and full particulars.

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

State rights for sale

Here It Is!

The Holmes Generator



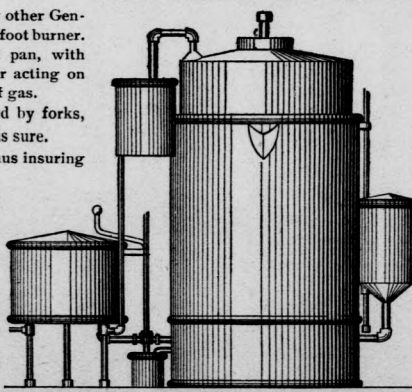
Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

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

THE BRUCE GENERATOR



BRUCE GENERATOR CO., Mfrs. 183-187 W. 3d St., St. Paul, Minn.

AMERICAN CARBIDE CO., Agents for Mich. Jackson.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Grand Rapids Council No. 131.

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

Michigan Commercial Travelers' Mutual 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.

Some Good Qualities of the Traveling Man.

The traveling man is the axis upon which revolves this great commercial world. He is the keystone—the main-spring of commerce. His power is felt in every clime, city, town and hamlet.

The sun never sets on the traveling man. While we are asleep at home surrounded by our loved ones, he is seen in other lands carrying his grip and selling goods to dealers in every section of this great world.

In many respects the traveling men are all alike—all represent the largest houses in their line; all sell the most goods; all receive the largest salary; all have the largest number of girls, and when stopping at a hotel all want the coolest room.

The traveling man is chief diplomat and plenipotentiary extraordinary for the house he represents. At times he acts in the capacity of arbitrator and settles differences existing between his house and customers.

The traveling man is a great actor and plays a most important part in this great comedy and drama of life. He is a many-sided man, acquainted with the smiles and tears, with the humorous and pathetic. He can fully appreciate at one and the same time the marvelous humor and flexible conscience of Falstaff, the pitiful, mad ravings of Lear and the pathetic death scene of Romeo and Juliet.

One day he is fighting for business and running down his competitor's goods; next day, if his competitor should be sick, he lends him twenty dollars and goes for the doctor.

On Sunday he goes to church with his best girl (did I say his best girl? As though a traveling man has more than one girl!) and joins the congregation in singing "Nearer, My God, to Thee," and during the week, when he is out with the boys, he sings "There'll be a hot time in the old town to-night."

The average traveling man is a Chesterfield in manners and knows all the arts of diplomacy.

Some time ago a traveling man obtained a position and was given \$100 for expense money; he started out on the road; a week passed and the house had not heard from him. Two weeks passed and still the house had not received an order or heard from him. At last they sent him the following telegram: "Have not heard from you in two weeks. Are you still with us?" He replied as follows: "Yours of date

received. Have just drawn on you for \$150. Am still with you."

In traveling over the country the traveling man certainly gains a wide experience and a broad education. He is a walking encyclopedia—a traveling school of universal knowledge.

What the average traveling man knows would fill a large book—and what he doesn't know would fill a still larger one. There is an old saying that "A rolling stone gathers no moss," which is quite true; but it gets a tremendous polish.

The average traveling man is being educated in the school of nature. He keeps his cheek close to the breast of nature, and his education is as broad as the sky.

He does not confine himself in the narrow streets and the high walls of the city, but travels in the cities, through the towns, across the prairies, through the woods and over the hills. He comes in contact with the pessimistic farmer and optimistic real estate agent.

But to this blessed day he has not met the dealer who said: "Crops are good, business is flourishing and I am delighted with the goods you sell."

It is a proud satisfaction to know that there has been an evolution of improvement in the morals of the traveling man during the past fifteen years.

Years ago it was deemed necessary to drink a good deal of bad whisky and play a worse game of poker with the customers in order to sell goods—this idea has changed. The morals of the traveling man are greatly improved, and now he can take a front seat in the higher school of morality and humanity.

The average traveling man is a humanitarian—the flower of humanity has blossomed in his heart and his heart and purse are always open to the needy and for the purpose of clothing the naked, curing the sick and feeding the hungry.

There is in him "the touch of nature that makes the whole world kin." There is a mistaken idea in the minds of some that the average traveling man is a professional flirt. This is certainly an erroneous idea. Ella Wheeler Wilcox said regarding the traveling man on the subject of flirting: "True modesty he knows from artificial. Will flirt, of course, if you're inclined that way. And if you are, be sure that he detects you. And if you're not, be sure that he respects you."

One of the saddest acts in connection with our acquaintanceship with the traveling man is often, after we have met and learned to love him, we must say good-bye, never to see again his bright, cheerful face.

ADOLPH BOLDT.

How the Jap Advertises.

Here are a few of the printed "hair raisers" which Oriental merchants make use of in advertising:

"Goods despatched as expeditiously as a cannon ball."

"Parcels done up with as much care as that bestowed on her husband by a loving wife."

"Paper tough as elephant's hide."

"The print of our books is clear as crystal; the matter elegant as a singing girl."

"Customers treated as politely as by the rival steamship companies."

"Silks and satins smooth as a lady's cheek and colored like the rainbow."

—

A drunkard is a man who commits suicide on the installment plan.

—

The man with the alcohol-tinted nose seldom deserts his colors.

Can Be Dropped Only When Competition Is Stified.

The relation of the commercial travelers to the trust question has been heatedly discussed without the presentation of the real issue. The commercial travelers have published dire statements of the number of their interest thrown out of employment and the loss to railroads and hotel keepers, as if these interests were another vested right. Pierre Lorillard, on the other hand, exults in having helped to cut off the expense of 350,000 commercial travelers—an assertion which shows Mr. Lorillard to be as loose in his statements of facts as he is hazy in his knowledge of economic ethics.

All this talk fails to bring out the real point. The commercial travelers have no claim to employment unless they perform a commercial service, and the question whether they perform a commercial service can be decided by but one test. On the other hand, while their disuse may be an economy to the trusts, the question remains whether it will be an economy in the complete performance of the commercial transaction. This point can be illustrated by an example from the humbler walks of trade: Every corner groceryman or butcher of enterprise employs a messenger to go around among his regular customers and take their orders for the day's supplies; and then most of them deliver the supplies to the residences of the customers. We can very easily imagine that if the retail merchant should be able to exclude competition he might say: "This thing of keeping up messengers and delivery wagons costs me \$500 or \$1,000 per year. I will cut off that expense by making all my customers come to the shop to give their orders and carry their supplies home." But while this would be an economy to the retailer, the fact that no enterprising man would try it under competition proves that it is only an economy because a less service is rendered.

Now, when a trust is formed and cuts off its commercial travelers it makes a saving to itself. But the question whether there is a real saving on the completed commercial transaction rests on this proposition: Is it cheaper for one representative of a wholesale house to travel to a hundred or a thousand buyers and take their orders, or to make the hundred or thousand buyers travel to the wholesale house? It is to be confessed that some of the features of "drumming" are in the light of mere solicitation or wheedling, like book canvassing. We can go further and say that it is imaginable that progress may develop a means of giving customers full information as to stocks, varieties, prices, so that they can make their orders by mail. But the fact that for the present commercial travelers do a real commercial service is demonstrated by one supreme test. That is that, by the recognition of the commercial world, the commercial travelers can be dropped only when competition is stifled. If anyone could devise the means of performing that service at less cost it would win the greatest success under competition, because competition would give the buyer the benefit of the economy. When the combination is formed that excludes competition the dropping of the commercial travelers proves the belief that it can make the buyers pay the same price for a less service.

The talk by sciolist combination advocates about the "cost of competition" makes it pertinent to say that competi-

tion tolerates no unnecessary costs. The whole force of competition compels the cutting off of unnecessary expenses, and the business man who most successfully discriminates between the necessary and unnecessary expenses is the one who succeeds under competition. But the establishment of a practical monopoly may enable the owners of it to put on purchasers a part of these necessary costs in order to support the illegitimate costs of plants standing idle and highly watered capitalization.—Pittsburg Dispatch.

Saginaw Grocers to Picnic at Bay Port.

Saginaw, Aug. 14—The Saginaw grocers and butchers have decided upon Aug. 30 as the date of their annual outing and Bay Port as the place.

The following officers have been elected and committees chosen:

President—R. A. Horr.
Vice-President—Jacob Stingel.
Treasurer—Erasmus Christensen.
Transportation—A. D. Spangler, F. Spatz and A. G. Heller.

Printing—J. F. Meader, E. H. McPherson and George Sexslinger.

Games—George Holcomb, Ed. Mann and John H. McBratnie.

Music—C. W. L. Wartenberg, Wm. McKenzie and E. W. McCormick.

Badges—P. F. Treanor, Otto M. Rhode and John Doerr.

Prizes—F. J. Fox, W. H. Lewis and H. J. P. Graebner.

Entertainment—S. E. Symons, J. S. Smart, W. C. Phipps, H. W. Carr, John McPhillips, A. D. Spangler, F. J. Crowley, H. B. Burdick, James Stewart, J. F. Brand, John Stingel, C. A. Record, W. C. Cornwell, F. A. Baldwin, Frank W. Callam, E. Forrest, W. A. O'Donnell and J. F. Marskey.

R. A. Horr, J. F. Meader and P. F. Treanor were named as a committee to meet with a committee of the Common Council regarding a joint outing with the city fathers and their families.

The Drug Market.

Opium—Dull and weak.
Morphine—Unchanged.
Quinine—Weak and lower prices are looked for.

Cocaine—Very firm at a second advance.

Cattle Bone—Scarce and advancing.
Ergot—Has nearly doubled in price and is tending higher.

Menthol—Is advancing and is very firm.

Oil of Cassia—Very firm and advancing.

Arnica Flowers—Continue to harden in value.

Gum Kino—Has declined, on account of better supplies.

Linseed Oil—Has advanced on account of the high price for seed.

Turpentine—Has advanced.

Difference in Strong Arms.

"She felt the strong arm of the law," he said, speaking of a woman who had got into trouble.

"How delightful!" commented the demure young thing.

"What is delightful?" he demanded in surprise.

"To feel a strong arm" she answered softly.

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

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Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1909
Geo. GUNDLUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902
WIRT P. DOTY, Detroit - Dec. 31, 1903

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

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

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

Annual Address of President Sourwine.*

It is with unfeigned pleasure that I greet you, upon the assembling of this, our seventeenth annual convention. I am sensible of the many honors conferred upon me by this Association and beg to acknowledge them with a feeling of pleasant indebtedness. I feel that I owe you a larger debt of labor and gratitude than my feeble abilities will permit me to realize or perform, and I greet you as a friend, a co-worker, in the building up of a demoralized profession and as a citizen of the greatest republic the world has ever known. It is not my desire to burden you with a long recital of the grievances affecting us, as they are probably better known by those residing nearer the seat of war than I, but there are a few items which appear to me worthy of special notice at this time. I may possibly tread on a well-beaten track, as there are no doubt members of this Association present who have studied these questions in their various phases more thoroughly and longer than I have, but if what I may say will arouse any new interest in the cause, I shall be content. This meeting adds another honorable notch to the history of the retail drug trade in this State and impresses us with the perseverance and solicitude of the older and more active members, who are still with us, and who have constantly held in view, not only their own private interests, but those of the trade in general throughout the State and Nation, for sentiment created in Michigan has its influence on like conditions existing elsewhere, and I hereby wish to thank and congratulate the members who have been longest in the service. They have, by their allegiance and inestimable service, long since been advanced from the ranks of honorable privates to the higher commissions of generals-in-chief, with mental visions widened by the scope of fleeting years, and competent to contrast better than I the ever-changing conditions of then and now. They have seen the pharmacist of other days, the kodak fiend of to-day, or the tall, straight profession of two decades ago, emerge from the mills of evolution with a bicycle bump on its back of latest design, and the end is not yet. They have seen the scientific side of their chosen field grow less and less, until practically all save memory has fled. I congratulate you most heartily on the re-awakening of the trade everywhere, from its lethargy of the past, and its realization that while it may have been a victim of unalterable conditions, it will, phoenix like, rise from the fires of despondency to a new and higher plane, if we are capable of coping with the practical problems as they appear. Ali great and lasting reforms have sprung from the very throes of despair, and the scenes of unfettered ruins have later been the returning highways of progress. The appalling business depression of the past few years, combined with the cut-rate and department store problems, has had a tendency to draw us closer together and, like the magic touch of a comrade's elbow on the field of battle, has changed our lamentations of grief into shouts of defiance. Stoical indifference has given way to logical action from a practical standpoint.

*Delivered at annual convention of the Michigan State Pharmaceutical Association at Jackson, Aug. 15.

We are standing to-day, a visible body on our own heath, thinking and working out our own destiny. We have forsaken the wailing chorus of discordant grief and turned our eyes towards the Mecca of organization and union. A year ago, our country was engaged in deadly conflict with a foreign foe, and we forgot many of our grievances in our enthusiasm for the flag. A war of humanity was waged that an enslaved people might know liberty, and I am glad to say another despotism has been driven from the Western Hemisphere, with its crown, kingdom, "divine right" and all. In its place a commercial despotism has established itself in so many forms that more people are commercially enslaved than politically freed. The trusts seem to control everything worth controlling, and do it with more thoroughness than ever before, and the burdens of the small dealer increase in proportion to their thrift. If this is a result of our war for humanity, I am inclined to believe that the other fellows got the best end of the bargain, especially as the retail drug trade paid nearly all the tax, and with no apparent relief from this burden even to-day. It is further reported on good authority that the list of taxable goods in the drug line will be extended. This probably means the placing of a metre on each ray of sunshine piercing a drug store window, as there is nothing else left. One of the latest trusts to be mentioned in the public press is the wholesale drug trust, which is said to have been born in the East and, like the proverbial young man, has "come West to grow up with the country." Just how far it has gone, or how much it has grown, I am unable to say, but judging from the thrift of the others of its class, I have no doubt it will mature and make its presence felt at the proper time. The general tendency of all the holders of capital seems to be in strong combinations to control the output as well as the price of all commodities. A legitimate profit in open competition seems to be too slow a process in this fast closing century and small retail dealers are being driven out of business to satisfy combined greed. Arrogant manufacturers tell us to help ourselves out of this difficulty and then they get mad and red in the face when we proceed to do as we are bidden. It may be that eventually these things will be regulated by statute provisions, classifying all branches of trade and placing sufficient restrictions on each to insure its being continued as a distinct and proficient trade or profession. This, however, is not a possibility until its political and commercial expediency shall have been demonstrated by the numerical strength of those interested.

Old World statesmen and scholars claim that all our civil laws are mere experiments, unless based upon theirs; that they have passed through the experimental age and are now doing business on the ground floor, which I am inclined to believe is half truth, especially as applied to the regulation of different lines of trade. A pharmacist in the older countries is what his title implies in every sense of the word. He is governed by laws tending to develop the practical and scientific sides of pharmacy and the better instincts of mankind in general. With us, it is the reverse: We in the State of Michigan are blessed with laws enough to run two prohibition states out West and still forced to compete with the man whom none of the laws will touch. We are, to say the least, at a decided disadvantage in being forced to do business under many restrictions not applicable to others, and our hope of relief can be realized only by thorough organization, combining both political and commercial principles, to be used when and where necessary to make our organization a legitimate factor in the proper adjustment of affairs from our point of view. It is said that it takes a politician to get votes, and the successful politician is the statesman of our time. While this may or may not be true, I believe there is more in it than an empty theory and I would practice politics with pharmacy, at least sufficiently far to ascer-

tain the views as far as possible of candidates and prospective candidates, relative to future legislation in which we are interested. Mingle in the affairs of both parties, in ward, county and district, and make of ourselves politicians as far as our own interests are concerned. We have already had sufficient experience to warrant our keeping on the alert for future attempts at political assassination and to ever remember that "eternal vigilance is the price of liberty."

Pharmacy to-day, as a profession, is a failure, because of unlawful competition and no demand for the scientific side of it. We should open our eyes to this fact and combine more of the practical and political in perfecting our organization, local, state and national. In every city or hamlet where there are two or more drug stores, there should be some sort of an organization, working in harmony with this Association, and through it with the National Association of Retail Druggists. Organization is our weapon for warfare and our shield for defense. Through it, and it alone, can we ever expect to advance our mutual interests as retail merchants or reach a higher plane professionally, and I would like to see this Association and the druggists of the State generally endorse the National Association of Retail Druggists in no uncertain terms. In my first report to this body, as a delegate to the National Wholesale Druggists' Association, I advocated the formation of a national association of retail druggists as the only means of achieving the higher aims of pharmacy. This has been accomplished, and at its initial meeting at St. Louis, in October of last year, it represented fifteen thou-

sand retail druggists, and this year will represent double that number, as there are thirty states in the friendly alliance, giving moral and financial support to a cause that is destined to triumph over the miserable conditions that have heretofore prevailed. Thus far, only one state has refused to admit the wisdom of national organization—New Jersey.

Thorough organization will solve the problem of the price-cutting evil and give us a fair return for money invested. It will eventually root out unjust and illicit competition and make pharmacy respected as a profession. It will protest in the name of liberty against the levying of taxes upon one branch of trade, either in war or peace, while all others are exempted. It will prevent certain manufacturing concerns who have one price for druggists, and a less for hospitals, from fooling even a few of the people all of the time. It is to be regretted that our pharmacy law, as revised by the Special Committee,

[CONTINUED ON PAGE TWENTY-THREE]

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FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum.....	60 8	Conium Mac.....	35 50	Scilla Co.....	50
Benzolcum, German	70 75	Copaiba.....	1 15 1 25	Tolutan.....	50
Boracic.....	16	Cubeba.....	90 1 00	Prunus virg.....	50
Carbolicum.....	20 41	Erigeron.....	1 00 1 10	Tinctures	
Hydrochlor.....	40 50	Gaultheria.....	1 00 1 10	Aconitum Napellis R	60
Nitricum.....	30 5	Geranium, ounce	1 50 1 60	Aconitum Napellis F	60
Oxalicum.....	12 14	Gossypii, Sem. gal.	50 75	Aloes.....	60
Phosphoricum, dil.	50 61	Hedera.....	1 25 1 35	Aloes and Myrrh.....	60
Salicylicum.....	1 25 1 40	Juniper.....	1 50 2 00	Arnica.....	50
Sulphuricum.....	30 40	Lavendula.....	90 2 00	Assafetida.....	50
Tannicum.....	1 25 1 40	Limonia.....	1 30 1 45	Atropa Belladonna.....	50
Tartaricum.....	30 40	Mentha Piper.....	1 00 1 15	Aurant Cortex.....	60
Ammonia		Morruha, gal.....	1 00 1 15	Benzoin.....	60
Aqua, 16 deg.....	40 6	Myrra.....	4 00 4 50	Benzoin Co.....	50
Aqua, 20 deg.....	60 8	Olive.....	75 3 00	Barosma.....	50
Carbonas.....	12 14	Picea Liquida.....	10 12	Cantharides.....	75
Chloridum.....	12 14	Picea Liquida, gal.	10 12	Cardamom.....	50
Aniline		Ricin.....	2 00 2 10	Cardamom Co.....	75
Black.....	2 00 2 25	Rosmarini.....	1 00 1 10	Castor.....	50
Brown.....	30 1 00	Rose, ounce.....	6 50 8 50	Catechu.....	50
Red.....	45 50	Succini.....	40 45	Cinchona.....	50
Yellow.....	2 50 3 00	Sabina.....	90 1 00	Cinchona Co.....	50
Bacca		Santal.....	2 50 7 00	Columba.....	50
Cubese.....	13 15	Sassafras.....	55 60	Cubeba.....	50
Juniperus.....	60 8	Sinapis, ess., ounce	1 70 1 80	Cassia Acutifol.	50
Xanthoxylum.....	25 30	Thyme.....	40 50	Cassia Acutifol Co.	50
Balsamum		Thyme, opt.....	1 60 1 70	Digitalis.....	50
Copaiba.....	50 55	Theobromas.....	15 20	Ferri Chloridum.....	35
Peru.....	2 75	Potassium		Gentian.....	50
Terabin, Canada.....	45 50	Bi-Carb.....	15 18	Gentian Co.....	60
Tolutan.....	50 55	Bichromate.....	13 15	Guaiaca.....	60
Cortex		Bromide.....	5 57	Guaiaca ammon.....	70
Abies, Canadian.....	18	Carb.....	12 15	Hyoscyamus.....	50
Cassia.....	18	Chlorate, po. 17@19c	15 16	Iodine.....	75
Cinchona Flava.....	18	Cyanide.....	35 40	Iodine, colorless.....	75
Eucalyptus atropurp	30	Iodide.....	2 40 2 50	Kino.....	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	2 40 2 50	Lobelia.....	50
Prunus Virginiana.....	12	Potassa, Bitart, com	2 40 2 50	Myrrh.....	50
Quillaja, gr'd.....	12	Potassa Nitras, opt.	10 12	Nux Vomica.....	50
Sassafras.....	12	Potassa Nitras.....	10 12	Opil.....	50
Ulmus.....	15	Prussiate.....	20 25	Opil, amphoterized.	50
Extractum		Sulphate po.....	15 18	Opil, deodorized.....	50
Glycyrrhiza Glabra.....	24 25	Radix		Quassia.....	50
Glycyrrhiza, po.....	24 25	Aconitum.....	20 25	Rhatany.....	50
Hematox, 15 lb box.....	11 12	Althea.....	22 25	Rhel.....	50
Hematox, 1s.....	13 14	Anchusa.....	10 12	Sanguinaria.....	50
Hematox, 1/4s.....	14 15	Arum po.....	20 25	Serpentaria.....	50
Hematox, 1/4s.....	16 17	Calamus.....	20 25	Stromonium.....	50
Ferru		Gentiana.....	12 15	Tolutan.....	50
Carbonate Precip.....	15	Glycyrrhiza.....	10 12	Valerian.....	50
Citrate and Quina.....	2 25	Hydrastis Canad.....	70 75	Veratrum Veride.....	50
Citrate Soluble.....	75	Hydrastis Canad.....	70 75	Zingiber.....	30
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	15 20	Miscellaneous	
Solut. Chloride.....	15	Inula, po.....	15 20	Ether, Spts. Nit. 3 F	30 35
Sulphate, com'l, by	2	Ipecac, po.....	4 60 4 75	Ether, Spts. Nit. 4 F	30 35
Sulphate, com'l, by	50	Iris plox.....	35 40	Alumen, gro'd, po. 7	2 4 4
Sulphate, pure.....	7	Jalapra, pr.....	35 40	Annatto.....	40 50
Flora		Maranta, 1/4s.....	22 25	Antimoni, po.....	40 50
Arnica.....	12 14	Podophyllum, po.....	22 25	Antimoni et PotassT	40 50
Anthemis.....	20 25	Rhel.....	75 100	Antipyrin.....	35
Matricaria.....	30 35	Rhel, cut.....	75 100	Antifebrin.....	20
Folia		Rhel, pv.....	75 100	Argent Nitras, oz	50
Barosma.....	25 30	Spigelia.....	75 100	Arsenicum.....	10 12
Cassia Acutifol, Tin-	18 25	Sanguinaria.....	35 40	Balm Gilead Bud.....	30 40
Cassia Acutifol, Alx.	25 30	Serpentaria.....	40 45	Bismuth S. N.....	1 40 1 50
Salvia officinalis, 1/4s	12 20	Senega.....	40 45	Calcium Chlor., 1s.	10
Ura Ursi.....	80 10	Similax, officinalis H	40 45	Calcium Chlor., 1/4s	10
Gummi		Scilla, M.....	10 12	Calcium Chlor., 1/4s	10
Acacia, 1st picked.....	65	Scilla, po. 35.....	10 12	Cantharides, Rus, po	75
Acacia, 2d picked.....	45	Symplocarpus, Feti-	10 12	Capsici Fructus, af	15
Acacia, 3d picked.....	28	cus, po.....	10 12	Capsici Fructus, B, po	15
Acacia, sifted sorts.....	60 80	Valeriana, Eng, po. 30	10 12	Caryophyllus, po. 15	12 14
Aloe, Barb. po. 18@20	12 14	Valeriana, German.....	15 20	Carmin, No. 40.....	3 00
Aloe, Socotri, po. 40	12 14	Zingiber.....	12 16	Cera Alba.....	50 55
Ammoniac.....	55 60	Zingiber j.....	25 27	Cera Flava.....	40 42
Assafetida.....	25 30	Semen		Coccos.....	40 42
Benzoinum.....	50 55	Anisum.....	12 15	Cassia Fructus.....	30 35
Catechu, 1s.....	13 14	Apium (graveleons)	13 15	Centaria.....	10
Catechu, 1/4s.....	14 15	Bird, 1s.....	4 6	Cetaceum.....	45
Catechu, 1/4s.....	16 17	Cardamom.....	10 12	Chloroform.....	50 53
Camphora.....	50 55	Cardamom.....	1 25 1 75	Chloroform, squibbs	1 10
Euphorbium.....	10 12	Coriandrum.....	1 25 1 75	Chloral Hyd Crst.....	1 65 1 90
Galbanum.....	10 12	Cannabis Sativa.....	5 6	Chondrus.....	20 25
Gamboge po.....	65 70	Cydonium.....	75 100	Cinchonidine, P. & W	2 40 3
Guaiacum.....	25 30	Chenopodium.....	10 12	Cinchonidine, Germ	35 45
Kino.....	2 00	Dipterix Odorata.....	1 40 1 50	Cocaine.....	4 30 4 50
Mastic.....	60	Foeniculum.....	10 12	Corks, list, dis. pr. ct	75 90
Myrrh.....	40 45	Foeniculum, po.....	70 90	Croosotum.....	35
Op.....	2 00 2 30	Lini.....	3 4 4 4	Creta.....	2 5
Shellac.....	25 35	Lini, gr'd.....	4 4 4 4	Creta, prep.....	11
Shellac, bleached.....	40 45	Lobelia.....	35 40	Creta, precip.....	11
Tragacanth.....	50 60	Phalaris Canarian.....	4 4 4 4	Crocus.....	18 20
Herba		Rapa.....	4 4 4 4	Cudbear.....	24
Absinthium.....	25	Sinapis Alba.....	10 12	Cupri Sulph.....	6 4 8
Eupatorium.....	25	Sinapis Nigra.....	11 12	Dextrine.....	10 12
Lobelia.....	25	Spiritus		Ether Sulph.....	75 90
Majorum.....	25	Frumenti, W. D. Co.	2 00 2 50	Emery, all numbers	8
Mentha Pip.....	25	Frumenti, D. F. R.	2 00 2 50	Emery, po.....	8
Mentha Vir.....	25	Frumenti.....	1 25 1 50	Ergota.....	50 60
Rue.....	39	Juniperis Co. O. T.	1 65 2 00	Flake White.....	12 15
Tanacetum V.....	22	Juniperis Co.....	1 75 2 00	Galla.....	23
Thymus, V.....	35	Saacharum N. E.....	1 90 2 10	Gambier.....	9
Flagnesia		Spt. Vini Galli.....	1 75 6 50	Gelatin, Cooper.....	60
Calcined, Pat.....	55 60	Vini Oporto.....	1 25 2 00	Gelatin, French.....	35 60
Carbonate, Pat.....	20 22	Vini Alba.....	1 25 2 00	Glassware, flint, box	75 10
Carbonate, K. & M.....	20 25	Sponges		Glue, brown.....	90 12
Carbonate, Jennings	35 36	Florida sheeps' wool	2 50 2 75	Glue, white.....	130 22
Oleum		Nassau sheeps' wool	2 00 2 25	Glycerins.....	15 22
Absinthium.....	4 50 4 75	Velvet extra sheeps'	0 1 50	Grana Paradisi.....	25 25
Amygdale, Dulc.....	30 50	wool, carriage.....	0 1 50	Humulus.....	25 25
Amygdale, Amaræ.....	8 00 8 25	Extra yellow sheeps'	0 1 25	Hydraag Chlor Mite	90
Anisi.....	1 85 2 00	wool, carriage.....	0 1 25	Hydraag Chlor Cor.	80
Aurant Cortex.....	2 40 2 50	Grass sheeps' wool,	0 1 00	Hydraag Ox Rub'm	100
Bergamoti.....	2 80 2 90	carriage.....	0 1 00	Hydraag Unguentum	45 55
Cajuputi.....	75 80	Hard, for slate use.....	0 75	Ichthyobolla, Am	65 75
Caryophylli.....	70 80	Yellow Reef, for	0 1 40	Indigo.....	75 100
Cedar.....	35 65	slate use.....	0 1 40	Iodine, Resubi.....	3 60 3 70
Chenopadii.....	2 75	Syrups		Iodoform.....	4 20
Cinnamonli.....	1 40 1 60	Acacia.....	0 50	Lupulin.....	2 25
Ctronella.....	35 40	Auranti Cortes.....	0 50	Lycopodium.....	45 50
		Zingiber.....	0 50	Macis.....	65 75
		Ipecac.....	0 50	Liquor Arsen et Hy	25
		Ferri Iod.....	0 50	drag Iod.....	25
		Rhei Arom.....	0 50	Liquor Potass Arsenit	10 12
		Smilax Officinalis.....	0 50	Magnesia, Sulph, bbl	3
		Senega.....	0 50	Magnesia, Sulph, bbl	14
		Setilla.....	0 50	Mannia, S. F.....	60
				Menthol.....	3 00

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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. doz. gross 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 Pica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans doz.....45 1/2 lb cans doz.....75 1 lb cans doz.....1 10 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85	BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 ROOMS. No. 1 Carpet.....2 30 No. 2 Carpet.....2 15 No. 3 Carpet.....1 85 No. 4 Carpet.....1 45 Parlor Gem.....2 50 Common Whisk.....95 Fancy Whisk.....1 10 Warehouse.....2 70 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wickling.....20 CATSUP. Columbia, 1/2 doz.....2 00 Columbia, 1/2 doz.....1 25 CHEESE Acme.....@ 10 1/4 Amboy.....@ 11 Butternut.....@ 10 1/4 Carson City.....@ 10 Elsie.....@ 11 Emblem.....@ 10 1/4 Gem.....@ 11 Gold Medal.....@ 10 Ideal.....@ 10 1/4 Jersey.....@ 10 1/4 Riverside.....@ 12 Brick.....@ 10 Edam.....@ 12 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....@ 50 Sap Sago.....@ 75 Chicory Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....33 Premium.....35 Breakfast Cocoa.....46	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 Cotton, 90 ft. per doz.....2 00 Jute, 50 ft. per doz.....80 Jute, 70 ft. per doz.....95 COCOA. James Epps & Co.'s. Boxes, 7 lbs.....40 Cases, 16 boxes.....38 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....2 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 25 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom.....8 00 1000, any one denom.....5 00 2000, any one denom.....8 00 Steel punch.....75 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 DRIED FRUITS—DOMESTIC. Apples. Sundried.....@ 7 1/4 Evaporated 50 lb boxes.....@ 10 1/4 California Fruits. Apricots.....@ 15 Blackberries.....@ 11 Nectarines.....@ 11 Peaches.....@ 11 Peas.....@ 7 1/4 Pitted Cherries.....@ 7 1/4 Prunelles.....@ 7 1/4 Raspberries.....@ 15 California Prunes. 100-120 25 lb boxes.....@ 4 80-100 25 lb boxes.....@ 5 70-90 25 lb boxes.....@ 6 1/4 60-80 25 lb boxes.....@ 7 1/4 50-60 25 lb boxes.....@ 8 40-50 25 lb boxes.....@ 10 30-40 25 lb boxes.....@ 12 1/4 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 45 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 1/4 L. M., Seeded, choice.....9 1/4 L. M., Seeded, fancy.....9 1/4 FOREIGN. Citron. Leghorn.....@ 11 Corsican.....@ 12 Currents. Patras bbls.....@ 6 1/4 Cleaned, bulk.....@ 6 1/4 Cleaned, packages.....@ 7 Peel. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/4 Orange American 10 lb bx.....@ 10 1/4 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 Crown.....@ Sultana package.....@	FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 25 Bulk, per 100 lbs.....3 00 Grits. Walsh-DeRoo Co.'s Brand. Wheat Grits 24 1 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....5 1/4 Medium Hand Picked 1 20 @ 1 25 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 25 Empire.....2 50 Peas. Green, Wisconsin, bu.....1 00 Scotch, bu.....1 10 Split, bu.....2 50 Rolls Oats. Arrowhead, bbl.....4 00 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Monarch, 30 lb sacks.....1 80 Quaker, cases.....3 20 Huron, cases.....2 00 Sago. German.....4 East India.....3 1/4 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 Tapoca. Flake.....5 Pearl.....4 1/4 Pearl, 24 1 lb. pkgs.....6 1/4 Wheat. Cracked, bulk.....3 1/4 24 1 lb. packages.....2 50 SALT FISH. Cod. Georges cured.....@ 5 Georges genuine.....@ 5 1/4 Georges selected.....@ 6 Strips or bricks.....6 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.....3 10 Round 40 lbs.....1 40 Sealed.....15 Flackers. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 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.....1 30 No. 2 10 lbs.....1 07 Trout. No. 1 100 lbs.....1 10 No. 1 40 lbs.....1 10 No. 1 10 lbs.....1 10 No. 1 8 lbs.....1 10 Whitefish. No. 1 100 lbs.....7 00 40 lbs.....3 10 10 lbs.....85 8 lbs.....71 FLAVORING EXTRACTS. Perrigo's. 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 pitcher, 6 oz.....1 75 K. P. pitcher, 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'S FLAVORING EXTRACTS Jennings's. D.C. Vanilla.....2 00 3 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 00 No. 4 T 2 40 D.C. Lemon. 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8 2 40 No. 10 4 00 No. 2 T 80 No. 3 T 1 25 No. 4 T 1 50 FLY PAPER. Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2 3 and 5 lb boxes.....50 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 35 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....36 36 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....20 Calabria.....30 Sicily.....14 Root.....10 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 Wolverine.....1 25 NOLASSES. New Orleans. Black.....11 Fair.....14 Good.....24 Fancy.....20 Open Kettle.....25 @ 25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 00 Half bbls, 600 count.....2 50 Small. Barrels, 2,400 count.....5 60 Half bbls, 1,200 count.....3 00 RICE. Domestic. Carolina head.....1 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4	Imported. Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ 2 Table.....@ SALERATUS. Packed 50 lbs to box. Church's Arm and Hammer.....3 15 Deland's.....3 00 Dwight's Cow.....3 15 Emblem.....3 50 L. P.....3 00 Sodio.....3 15 Wyandotte, 100 3/4s.....3 00 SAL SODA. Granulated, bbls.....50 Granulated, 100 lb cases.....80 Lump, bbls.....70 Lump, 145 lb kegs.....50 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3-lb bags.....2 75 Table, barrels, 40 7-lb bags.....2 40 Butter, barrels, 280 lb. bbls.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grader. 100 3-lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 75 Worcester. 50 4 lb. cartons.....3 50 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 25-lb dairy in drill bags.....80 56-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....60 Medium Fine.....70 SCALES. Per doz. Pelouze Household.....12 00 Weighs 24 lbs. by ounces. SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 1/4 Mixed Bird.....5 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cattle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....3 French Rappee, in jars.....43 SOAP. JAXON Single box.....2 85 5 box lots, delivered.....2 00 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SYRUPS Corn. Barrels.....17 Half bbls.....2 9 1 doz 1 gallon cans.....2 9 1 doz 1/2 gallon cans.....1 70 2 doz 1/4 gallon cans.....1 70 Pure Cane. Fair.....15 Good.....20 Choice.....25
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SPICES.

Whole Sifted.	
Allspice	10
Cassia, China in mats	12
Cassia, Batavia in bund	32
Cassia, Saigon in rolls	32
Cloves, Amboyana	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	35
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, Cochon	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

STARCH.



Kingsford's Corn.	
40 1-lb packages	5
20 1-lb packages	6 1/2

Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

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

Common Corn.

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

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	5
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
Cubes	5 75
Granulated in bbls	5 50
Granulated in bags	5 50
Fine Granulated	5 50
Extra Fine Granulated	5 63
Extra Coarse Granulated	5 63
Mould A	5 75
Diamond Confection A	5 50
Confec. Standard A	5 25
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	4 94
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 39
No. 12	4 31
No. 13	4 31
No. 14	4 25
No. 15	4 25
No. 16	4 25

TABLE SAUCES.

LEA & PERRINS' 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 50
Salad Dressing, large	4 55
Salad Dressing, small	2 75

Cigars.

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



S. C. W.	35 00
Phelps, Brace & Co.'s Brands.	
Vincente Portuondo	35 00
Rube Bros. Co.	25 00
The Hilson Co.	35 00
T. J. Dunn & Co.	35 00
McCoy & Co.	35 00
The Collins Cigar Co.	35 00
Brown Bros.	15 00
Banner Cigar Co.	35 00
Seldenberg & Co.	55 00
G. P. Sprague Cigar Co.	35 00
The Fulton Cigar Co.	35 00
A. B. Ballard & Co.	35 00
E. M. Schwarz & Co.	35 00
San Telm	35 00
Havana Cigar Co.	18 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	12 1/2

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE.

Baskets.	
Bushels, wide band	1 00
Market	1 10
Willow Clothes, large	6 25
Willow Clothes, medium	5 50
Willow Clothes, small	5 00

Pails.

2-hoop Standard	1 35
3-hoop Standard	1 50
2 wire, Cable	1 35
3 wire, Cable	1 60
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 25

Tubs.

21-inch, Standard, No. 1	5 80
18-inch, Standard, No. 2	4 85
16-inch, Standard, No. 3	3 85
20-inch, Dowell, No. 1	6 25
18-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
No. 2 Fibre	7 50
No. 3 Fibre	6 75

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	5 1/2
Wolverine	6
Boston	7 1/2
Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.

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

SWEET GOODS-Boxes.

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

Candies.

Stick Candy.

bbls. pails	
Standard	7 1/2 @ 7 1/2
Standard H. H.	7 1/2 @ 7 1/2
Standard Twist	7 1/2 @ 7 1/2
Cut Leaf	7 1/2 @ 7 1/2
Jumbo, 32 lb	7 1/2 @ 7 1/2
Extra H. H.	7 1/2 @ 7 1/2
Boston Cream	7 1/2 @ 7 1/2

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
Kindergarten	8 1/2
French Cream	8 1/2
Dandy Pan	8 1/2
Hand Made Cream mxd	13
Nobby	8 1/2

Fancy-In Bulk.

San Blas Goodies	11
Lozenges, plain	9
Lozenges, printed	9
Choc. Drops	11
Choc. Monumentals	12 1/2
Gum Drops	5
Moss Drops	5
Sour Drops	5 1/2
Imperial	9 1/2
Ital. Cream Buns	35 lb pils 11
Molasses Chews, 15 lb. pails	13
Jelly Date Squares	10 1/2

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Oranges.

Fancy Rodi's	26 00
Sorrentos	25 50

Lemons.

Strictly choice 300s.	24 25
Strictly choice 300s.	24 25
Fancy 300s	24 75
Ex. Fancy 300s	25 00

Bananas.

Medium bunches	1 00 @ 1 25
Large bunches	1 50 @ 1 75

Foreign Dried Fruits.

California's Fancy	13
Choice, 10 lb boxes	12
Extra choice, 10 lb boxes new	18
Fancy, 12 lb boxes	22
Imperial Mikados, 18 lb boxes	2
Pulled, 6 lb boxes	2
Natural, in bags	7

Dates.

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

Nuts.

Almonds, Tarragona	216
Almonds, Ivaca	214
Almonds, California, soft shelled	15
Brazils new	7
Filberts	10
Walnuts, Granobles	13
Walnuts, Calif No. 1	11
Walnuts, soft shelled	11
Table Nuts, fancy	11
Table Nuts, choice	10
Pecans, Med.	7 1/2
Pecans, Ex. Large	9
Pecans, Jumbos	12
Hickory Nuts per bu.	
Ohio, new	21 60
Cocacnuts, full sacks	22 50
Chestnuts per bu.	2
Peanuts.	
Fancy, H. P., Suns.	7
Fancy, H. P., Flags	7
Roasted	7
Choice, H. P., Extras	5
Choice, H. P., Extras	5
Roasted	6

Grains and Feedstuffs.

Wheat.

Old	65
New	64

Winter Wheat Flour.

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

Subject to usual cash discount.

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

Ball-Barnhart-Putnam's Brand

Daisy, 1/2s. 3 70
Daisy, 1/4s. 3 60
Daisy, 1/8s. 3 60

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 45
Pillsbury's Best 1/4s. 4 35
Pillsbury's Best 1/8s. 4 25

Pillsbury's Best 1/2s paper. 4 25
Pillsbury's Best 1/4s paper. 4 25
Pillsbury's Best 1/8s paper. 4 25

Ball-Barnhart-Putnam's Brand.

Duluth Imperial, 1/2s. 4 25
Duluth Imperial, 1/4s. 4 15
Duluth Imperial, 1/8s. 4 05

Lemon & Wheeler Co.'s Brand.

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

Olney & Judson's Brand.

Ceresota, 1/2s. 4 35
Ceresota, 1/4s. 4 25
Ceresota, 1/8s. 4 15

Worden Grocer Co.'s Brand.

Laurel, 1/2s. 4 30
Laurel, 1/4s. 4 20
Laurel, 1/8s. 4 10

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 00
Winter Wheat Bran	14 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn.

New corn, car lots 35 1/2 || Less than car lots | 26 1/2 |

Oats.

Car lots 24 1/2 || Car lots, clipped | 25 |
| Less than car lots | 30 |

Hay.

No. 1 Timothy car lots 10 00 || No. 1 Timothy, ton lots | 12 00 |

Fish and Oysters.

Fresh Fish. Per lb. || Whitefish | 10 |
Trout	0
Black Bass	8
Halibut	10
Ciscoes or Herring	11
Bluefish	11
Live Lobster	20
Boiled Lobster	22
Cod	10
Haddock	7
No. 1 Pickerel	10
Pike	1 1/2
Perch	5
Smoked White	9
Red Snapper	9
Col River Salmon	13
Mackerel	20

Shell Goods.

Oysters, per 100 1 25 @ 1 50 || Clams, per 100 | 1 10 @ 1 20 |

Oils.

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

AN EIGHT-DAY CLOCK.

How It Resented the Familiarities of an Amateur.

Written for the TRADESMAN.

I came across a jeweler, on a recent trip, who certainly holds to the doctrine that everything in nature, and especially in human nature, is ordered for the best.

When I went into his place of business he was talking with a woman who had just deposited a cheap clock on his showcase, and was urging him to set it to going right there and then. It was one of the clocks merchants give away with shoes and things and the jeweler was explaining to her that it could never be made to keep good time.

"But it went all right for a month," insisted the woman, "and I just know you can make it go if you will only try."

"I'm sorry to say that it's a hopeless case," said the jeweler. "I have tried my hand at dozens of these clocks, and I have never yet succeeded in making one of them behave as it ought to. It was not made to keep time; it was made to give away."

The woman snatched up the clock and, hastily wrapping it in an old newspaper, left the store with a frown on her face.

"There's another case of 'never come into your store again,'" said the jeweler with a smile.

"Why didn't you patch it up so it would run a few hours and charge her half a dollar?" I asked.

"Because I don't do business in that way," was the reply. "It doesn't pay. She would have lugged the old thing back here half a dozen times and gone away mad in the end, so what's the difference?"

"Do you have many calls of that kind?" I asked.

"Lots of them," was the reply. "There wouldn't be much amusement in the business if it wasn't for cheap clocks and chatelaine watches."

"And the man who tries to repair his own clock before he brings it here," I suggested.

"Yes," said the jeweler, with a laugh, "the man who tries to do his own repairing is certainly a corker. But he has his uses, like all the others, and I don't know how we'd do business if it wasn't for the cranks. Gift clocks and cheap watches finally educate people up to the point of getting good timepieces, and so everything works out right in the end. But, about the man who tries to save money by doing his own clock repairing. You know that it is a common experience with such men to have a few wheels left over after they get the thing all put together. Well, I had a customer the other day who hadn't wheels enough."

"It's a wonder he didn't try to chop some out of wood," said I.

"He seemed to be too disgusted for anything of that kind," was the reply. "You see, it was an eight-day clock, a big one, and Charley had an idea he could save a dollar by putting it in running trim. So he took it upstairs into the front chamber, where the children wouldn't annoy him, and went at it, first winding it up good and hard. He took off the bands and the dial and began to unscrew things on the inside."

Just then a pleasant-faced gentleman entered the store and made his way to where we were standing. The jeweler looked at him with a grin on his face and went on with his story.

"When he got into the interior of the clock," he continued, "something happened. At first he thought a cyclone had struck the house. Then he got an idea from what was going on that a brass band had exploded several large horns in his private apartment, and that the fragments were trying to escape into the fresh air. But about the time a wheel had landed him one on the nose, and a snake-like spring had coiled itself affectionately around his neck, he began to have a faint notion that something was the matter with his clock. He told me confidentially, afterwards, that he had no idea there were so many kinds of things in a clock."

The gentleman who stood listening shook his fist at the jeweler and lighted a cigar.

"You know you did, Charley," said the jeweler, "and you asked me if there wasn't any way of gluing them together so a strike in one department wouldn't call out the entire apparatus."

"Oh, if you want a cigar—" began the gentleman.

"Never mind now," was the reply, "we can smoke after I've told the story. Well, this friend of mine got under the bed in time to save his life, but the continuous performance went right on. A portion of the interior economy of the clock slid downstairs, a battalion of it went through the open window and landed in the garden, and what was left of it diffused itself around the room until it looked like a brass foundry on a busy day."

"You bet it did," interrupted the gentleman, "and I've just been down in the garden to see if some of those wheels and pins and things aren't about ready to sprout and grow eight-day clocks. They're planted pretty thick, and I thought I'd watch them and weed 'em out so they won't grow dollar watches on account of not having room to properly develop. I've watered them every night for a week."

"Well," resumed the jeweler, "Charley brought the clock, or what he could find of it, down here in a bushel basket and wanted me to supply the missing parts, and when I informed him that I didn't run a brass foundry he wanted to know if there wasn't enough of it left to make a threshing machine, or a motor for an electric car line. You see, he had an idea that about all the brass in the world was concentrated in that eight-day clock."

"If you could see it go off," began the gentleman, "you would have thought one of Dewey's ships was in full action. If this idiot of a jeweler had only told me to let the spring down before—"

"That's one of the secrets of the trade, my son," said the jeweler. "We never give away secrets of the trade, but I don't mind suggesting that the next time you do business with the internal affairs of an eight-day clock you'd better use a pair of clamps on the spring. It may save you chasing it around the room and hunting around the scenery for wheels and things."

"The next time I want a clock fixed," said the gentleman, "I'll take it to some jeweler who understands his business. Have you got any diamond rings that you give away with twelve doilies? Because if you have—"

"I think," said the jeweler, "that you'd better go now and buy the cigars and keep still about the jewelry business."

And he did. ALFRED B. TOZER.



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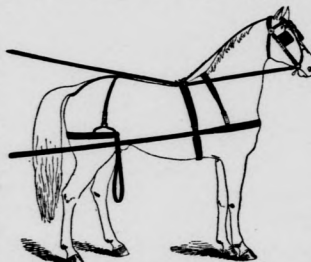
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Annual Address of President Sourwine.

[CONCLUDED FROM PAGE EIGHTEEN]

and recommended by this Association at our last annual meeting, should have failed to meet the approbation of the State Legislature. It is unfortunate, in more than one sense, that this question should be dragged back and forth continually to satisfy the never-ending whims of a few who imagine a great deal more than they know. The flighty estimation of a druggist's profits, morals and station in life has brought about a combination of heretofore warring elements, whose whole aim seems to be to make life unpleasant for somebody, under the guise of moral improvement. The attempted passage of both the Flood and Nevins bills resembled very much a preconcerted effort of both saint and sinner to "put down" the liquor traffic on one hand and put it up on the other. One of those bills was so constructed that it would have either driven half the druggists of the State out of business or made licensed saloons, in name, of all of them. This is not admitting that this part of the retail drug business is profitable or even looked upon with favor by the trade in general. In a majority of cases, the net revenues from all sources combined would not be sufficient to meet this extra expense.

The other bill, even if it had passed, would have choked itself to death without much effort, as there is no occasion in this great republic for a citizen to walk up every Monday morning and stand as his own traducer. If he has committed a crime, he can not be fined for refusing to be a prosecuting witness against himself, as all men are held to be innocent until proven guilty. If he has committed no offense against the laws of the State, why compel even a druggist to make a weekly affidavit that he has behaved himself?

I also further believe that the exempted articles in our present pharmacy laws (which anyone can sell) are detrimental to the interests they aim to subserve. It is a grievous mistake and an entering wedge towards making a farce of the higher aims of pharmacy even although it is contended for on the plea of expediency. I know this is an argument against an old custom, but I can not see the wisdom of allowing the indiscriminate sale of poison by the ton, as well as other drugs, while quinine and cathartic pills must be handled according to law.

My honorable predecessor has very wisely called your attention to the advisability of securing better fellowship with the physicians of our State. I can but re-affirm what he has already said on this subject and hope that this Association will make an effort to hold our annual meeting at the same time and place as theirs, believing that thereby we can come into closer relationship and materially advance the interests of both. Having had some conversation with the leading members of the Upper Peninsula Physicians' Association on this topic, I believe it can be so arranged, to the end that a great many of the perplexing questions, peculiar to all, can be eliminated by closer affiliation. Quacks and "fakirs" traveling about the country, preying upon the legitimate profession, should meet with no friendship from druggists, as they live wholly on the superstition of afflicted mankind, which discourages belief in educated professions. They are a menace to honorable and practical business methods and should be opposed by all druggists, as well as regular practicing physicians. This, I believe, we owe to the profession, if we expect their friendship, and whose approbation, I have no doubt, will be given us in return as individuals and as an organization. No physician should handle his own medicine, except in extreme cases, and no druggist should practice what is called "counter prescribing," except when absolutely necessary.

Mutual manufacturing has never impressed me very favorably, as there are too many opportunities for dissension, the expense too large and the actual working factors too varied and intricate for successful development by a large

body of stockholders. Theoretically, however, it is all right, but does not go far enough. I believe in the manufacturing of a universal druggists' line, the actual manufacturing to be done by some firm already equipped for such work and financially responsible for the faithful performance of its contract, the formulas, copyrights, etc., to belong to the retail druggists' association. This would prevent the possible contention over salaries, mismanagement, etc., incident to the working of such concerns, and preclude the payment of advanced funds only as needed to purchase goods. It would also give us these goods at a much less price than we are now paying or could manufacture them ourselves. They would become universally known and more popular in time than the advertised patent article of to-day. We would give the public a better remedy, and still be independent of the rise in water rates in either New York or Vermont.

Our Board of Pharmacy has always met every requirement, as far as its limited powers would permit, and is a credit to the State. If we ever get a pharmacy law based upon actual requirements, I would like to see it constructed so as to give the Board power to revoke as well as to grant licenses. While I am satisfied that nine-tenths of the druggists of the State are law-abiding and practice pharmacy in harmony with the spirit of the law, yet there are a few whose contumacious casts unpleasant reflections upon all. Their license to do business under the guise of druggists should be taken away. There are also those outside of the trade whose mental vision does not extend beyond their own doorstep, and as is to be expected, "all druggists look alike to them." They continually compare the whole trade with the worst member who comes under their vision.

The financial and numerical standing of this Association will be best shown by the reports of the Secretary and Treasurer, and I refrain from comment thereon, only to say that they have been earnest in their labors for the welfare of the Association, the Secretary especially devoting much time and labor to the work. Special thanks are due and hereby extended to the Legislative Committee, whose efforts in our behalf have been unceasing and trying in the extreme. Their labors should be an incentive to us for renewed efforts towards better organization and preparation for future conflicts.

To all the officers and members of this Association, whose uniform courtesy and kindness have been a pleasant feature of my official year, I wish to acknowledge my indebtedness, and entreat you to continue the work of organization and equipment with more vigor than that of the past year.

She Always Shopped.

Mrs. Richmond: I always hate to go into a drug store and ask to see the directory and then walk out without buying anything.

Mrs. Bronxborough: Oh, I never do that. I always buy a postage stamp or something.

Seems Easy.

Success in life is like catching a chicken; it seems easy, but in reality it is hard to do.

A man never wants to be an angel as long as he can make a living at anything else.

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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.

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Jennings imitation	25 & 10
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First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	10 00
First Quality, S. B. S. Steel	6 50
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BARROWS	
Railroad	14 00
Garden	net 30 00
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Ordinary Tackle	70
BOLTS	
Stove	60
Carriage new list	50
Plow	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, \$25	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 & Galvanized	40 & 10
GAUGES	
Stanley Rule and Level Co.'s	60 & 10
HAMMERS	
Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40 & 10
Mason's Solid Cast Steel	20c list 70
Blacksmith's Solid Cast Steel Hand 30c list	50 & 10
HINGES	
Gate, Clark's, 1, 2, 3	dis 60 & 10
State	per doz. net 2 50
HOLLOW WARE	
Pots	60
Kettles	60
Spiders	60
HORSE NAILS	
An Sable	dis 40 & 10
Putnam	dis 1
Capwell	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, Ferris & Clark's	40
Coffee, Enterprise	30
MISCELLANEOUS	
Bird Cages	4
Pumps, Cistern	70
Screws, New List	30
Casters, Bed and Plate	50 & 10 & 11
Dampers, American	50
MOLASSES GATES	
Stebbin's Pattern	60 & 10
Stebbin's Genuine	60 & 10
Enterprise, self-measuring	30
NAILS	
Advance over base, on both Steel and Wire	
Steel nails, base	2 80
Wire nails, base	2 90
30 to 60 advance	Base
10 to 16 advance	06
8 advance	10
6 advance	12
4 advance	20
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	35
Finish 8 advance	35
Finish 6 advance	35
Barrel 1/2 advance	85
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 5
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages 1/2c per pound extra	
PLANES	
Ohio Tool Co.'s, fancy	250
Sciota Bench	20
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 1X, Charcoal, Dean	6 50
20x28 IC, Charcoal, Dean	11 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 1X, Charcoal, Allaway Grade	6 00
20x28 IC, Charcoal, Allaway Grade	12 00
20x28 1X, Charcoal, Allaway Grade	12 00

ROPES

Sisal, 1/4 inch and larger	10
Manilla	12

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SASH WEIGHTS

Solid Eyes	per ton 20 00
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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 80 inches wide not less than 2-10 extra.

SHOT

Drop	1 45
B B and Buck	1 70

SOLDER

1/2 @ 1/4	20
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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 15
14x20 IC, Charcoal	7 10
20x14 1X, 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 1X, Charcoal	7 50
14x20 1X, Charcoal	7 50

Each additional X on this grade, \$1.50.

BOILER SIZE TIN PLATE

14x56 1X, for No. 8 Boilers	per pound... 10
14x56 1X, for No. 9 Boilers	

TRAPS

Steel, Game	75 & 10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's 70 & 10	
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25

WIRE

Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	45
Barbed Fence, galvanized	3 55
Barbed Fence, painted	3 05
Barbed Fence, Plain	2 80

WIRE GOODS

Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80

WRENCHES

Baxter's Adjustable, nicked	30
Coe's Genuine	30 & 10
Coe's Patent Agricultural, wrought	70 & 10
Coe's Patent, malleable	70 & 10

New Prices

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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.

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

50 cents

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Aug. 12.—The coffee market, while not showing any material change, has maintained a steady front all the week. Dispatches from Brazil regarding the crop have been conflicting and European market advices generally indicate a weaker feeling. Receipts of Rio and Santos Friday aggregated 61,000 bags, and this has been about the daily story of the week. Jobbers generally seem to be pretty well supplied and are not making large purchases ahead of current wants. Rio No. 7, 5 3/4 @ 5 1/2 c. In store and afloat there are 1,215,582 bags, against 874,908 bags at the same time last year. There has been a moderate movement in West India growths, quite an improvement being shown since the first of the month. This applies to the better grades. Good Cucuta is worth 8 3/4 c. Little call has been experienced for East India growths.

The tea market may be called fairly steady, but sales are only of an everyday character. This country is not calling for tea very loudly just now and, in fact, the demand seems to grow less.

Anticipating freer arrivals of new crop rice next month, buyers are just now making light purchases. Crop prospects continue favorable and the quality excellent. Foreign grades have been quiet, but, as a rule, prices are steady, with Japan at 4 1/2 c.

Buyers would have taken fairly liberal supplies of pepper if sellers had been inclined to accept their offers, but no concessions will be made. Other lines are quiet, only an everyday business going forward.

The general tone of the molasses market is decidedly quiet. A little trading was done in the better grades of grocery molasses, but both sides are waiting for the advancing season. Good to prime, 16 @ 26 c.

There is a fairly firm undertone to the syrup market. Supplies are not excessive and quotations generally are firmly adhered to. Prime to fancy sugar syrups, 18 @ 22 c.

Canned goods are rather quiet, but there is considerable business going on nevertheless. The tomato pack promises to be large, as canners, owing to the failure of the peach crop, will make up on "love apples." The decided decline in price of string beans has been checked. Spot demand continues active for salmon, with the season closed on a very light pack. Columbia River talls are worth \$1.40 @ 1.45; flats, \$1.65; sockeye, \$1.20 @ 1.22 1/2. Lobster is scarce, with standard flat tins quotable from \$3.10 @ 3.25.

Buyers of dried fruits show no anxiety beyond daily wants and the belief seems quite general among them that if they hold off awhile they will benefit thereby. The stock of prunes seems to be concentrated in a few hands and the holders will make the most of the situation. Apricots show an advancing rate, and 11 c f. o. b. seems about inside quotation. Some sales of desirable dried peaches were reported at 6 @ 6 1/4 c f. o. b. for shipment this month. There is a fair jobbing trade for evaporated apples, the best of which are quotable at 9 1/4 @ 9 1/2 c.

Lemons have not moved with the freedom it was hoped they would display and, while there has been no particular change in prices, it is likely that holders would make some concession. Choice Sicily, \$3 @ 3.50, with fancy up to \$4.50 @ 5. Extra fancy Maoris bring \$5 @ 5.50. Oranges are selling in small lots and at almost nominal figures. Extra choice Rodis, \$4.50 @ 4.75, with fancy stock 25 c per box higher. Bananas are steady, with firsts, per bunch, \$1 @ 1.20. Pineapples, Florida, per case, 24s, \$4 @ 4.50.

Butter is firm and advancing so that best Western creamery is fetching from 19 1/2 @ 20 c, although possibly the latter is a trifle extreme. The demand has been sufficient to keep stocks closely sold up and the immediate outlook is for a

steady firm market for several days at least. Firsts, 18 1/2 @ 19 c; thirds to seconds, 16 @ 18 c; Western dairy firsts, 15 @ 16 c; Western factory, current market, firsts, 14 @ 14 1/2 c; seconds, 13 1/2 @ 14 c.

The cheese market is firmer and with higher prices at primary points the situation seems improved all around. Large size, colored, choice, 9 1/2 c; small size, 9 1/4 @ 9 3/4 c.

Desirable grades of eggs are wanted and best Western fetch from 15 1/2 @ 16 c; seconds, 12 @ 12 1/2 c.

Improvements in Road Construction.

While perhaps less of public attention through the press has been given to the subject of road building during the past year or two, there has been no time in which the rapidity of change and development has been greater. It has been a period of most rapid growth in the science of road construction, in which principles have come to be recognized greatly simplifying the problem as to practicability and cost.

Perhaps the principle to gain most in adoption is that of compacting materials in the production of road surface. A few years ago the matter of most serious consideration was the obtaining of suitable materials for producing a hard and impenetrable roadbed. Such material was often transported long distances, making the cost of improvement very great. Now it is coming to be found that the larger portion of that required to make an efficient roadbed is at hand in almost any locality—that it is only necessary to furnish an admixture of material of a different texture, provide suitable drainage, compact the roadbed and depend upon the traffic to make the roads better, with proper attention to any tendencies to cut or break up the surface.

The problem of roadmaking is coming to be much simplified by the means indicated, and especially by the use of heavy rollers. It is remarkable to what an extent this is manifested in the improvement of city streets. A few years ago a permanent improvement must involve the expense of a macadam foundation, or other similarly costly treatment. The improvement of the streets by "graveling," the only cheap method, was very unsatisfactory, for the reason that such streets were soon converted by traffic into avenues of mud and dust, subject to serious breaking up at certain seasons of the year. Now this is all changed. To be sure, more of cost and labor is put upon the "gravel" improvements; but this brings permanence and efficiency to compete with some of the older, more costly methods and is yet far cheaper than any other. In these improvements the first care is perfect and quick drainage. Slopes are carefully laid by the engineer which will most effectually carry off the storm water, without the danger of abrasion, to catch basins and drains, thus giving no opportunity for softening the material of the roadbed.

This material is the commonest gravel with just enough clay to fill the interstices. This material is put on in layers and firmly compressed by a heavy steam roller. The work of the roller is found to be the most important part in the improvement. In Grand Rapids this season they are run constantly sixteen hours per day. The degree of compression is such that the roadbed becomes as hard as solid rock, perfectly impermeable to water unless subjected to long soaking. On such a street the ordinary traffic is a benefit in that it tends to supplement the work of the roller. There is no reason why such a street

may not sustain considerable traffic and show but little if any deterioration, with slight repairs, for many years, or indefinitely.

In country road-construction the same principles are found to be relatively efficient. A well-drained, hard, compacted roadbed is all that is necessary. The road itself will always afford a portion of the material. Mix with this something that can be compacted by rolling, perform this operation, and then see to it that there is no unreasonable load supported by improper tires allowed to pass over it. Proper traffic tends to improve such a road provided the slightest care is given to remedy defects as they appear.

The improvement of highways throughout the country is going on at a constantly increasing rate. The project of an automobile race from one great city of the country to another would have been absurd a few years ago, had there been such vehicles. Now such races are projected almost anywhere, and even expeditions across the continent are being undertaken.

W. N. FULLER.

It takes a woman to get ahead of a railroad train. The other day Mr. and Mrs. Nathan Allen were on the Evanston, Ill., station platform twenty minutes before the fast mail was due to pass northward. Their child was dying in Kenosha, Wis. The fast mail never stops in Evanston. Telegrams were submitted to the railway people, and they were tearfully begged to stop the train. A telegram was sent to the superintendent in Chicago. He replied that he could not stop the train, although he would like to do it. Suddenly the fast mail hove in sight, running fifty miles an hour. Mrs. Allen pulled a crimson lined cape from her shoulders, leaped on the track and waved the garment frantically. The engineer shut off the steam and the big train came to a halt. The trainmen jumped off and demanded to know the trouble. "My baby is dying, that's the trouble, and you must take me to Kenosha." "We'll do it," was the answer, and husband and wife stepped aboard.

If all the men who expect to go to Heaven do go it will be a mighty depressing place for some of us who slip in accidentally.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—STOCK OF DRUGS, INVOICE \$2,000, in one best farming towns in Central Michigan, 500 inhabitants; best location in town; about \$6,000 cash sales last year. Snap for right person. Best of reasons for selling. Address No. 46, care Michigan Tradesman. 46

DRUG STOCK FOR SALE VERY CHEAP on account of the death of the proprietor. For particulars write to Mrs. Anna Tomlin, Bear Lake, Mich. 41

TO RENT—TWO STORES IN NEW CORNER block in city of Belding—one of the best towns in Michigan. Has eight factories, all running, comprising the following: Two silk mills, two refrigerator factories, basket factory, shoe factory, furniture factory, box factory; planing mill and flouring mill. Stores are located on Main street in good location. Size of corner store, 25x35 feet. Good basement, running water, electric lights. Rent to good parties reasonable. Address Belding Land & Improvement Co., Belding, Mich. 45

NICE CLEAN STOCK OF HEAVY AND shelf hardware for sale. B. Hancock, Cedar Springs, Mich. 47

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 1,800 inhabitants. Reason for selling, other business. For particulars address V. W., No. 33, care Michigan Tradesman. 33

FOR SALE—CHOICE STOCK OF GROCERIES 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 \$40,000. 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

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

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

TO RENT—A GOOD BRICK STORE CENTRALLY located in a thriving town. Address for particulars, Mrs. E. F. Colwell, Lake Odessa, Mich. 23

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, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

THE SHAFTING, HANGERS AND PULLEYS formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Mich. 983

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon Mich. 958

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

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 24 Kellogg street, Grand Rapids. 993

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. 915

FOR SALE—A RARE OPPORTUNITY—A flourishing business, clean stock of shoes and furnishings 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 304, Negaunee, Mich. 913

MISCELLANEOUS.

WANTED—POSITION AS CLERK. NINE years' experience in dry goods and general trade. Address, No. 43, care Michigan Tradesman. 43

BOOK-KEEPER AND OFFICE MAN. EX-perienced, wants position. Best of references. Address, 360 Sixth St., Detroit, Mich. 42

WANTED—POSITION BY DRUGGIST, 14 years' experience. Address, No. 40, care Michigan Tradesman. 40

EXPERIENCED YOUNG BUSINESS MAN, thoroughly competent to take charge of financial or credit departments, would like to ally himself with reliable house where experience and ability will be appreciated. Location not material. Address S. Box 524, Grand Rapids, Mich. 39

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—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 furnishings 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

Travelers' Time Tables.

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

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

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

Ottawa Beach.
Lv. G. Rapids... 9:00am 12:00nn 5:30pm
Ar. G. Rapids... 8:00am 1:25pm 5:05pm 10:15pm
Extra train on Saturday leaves at 2:15pm for Ottawa Beach.
Sunday train leaves Bridge street 8:40am, Union depot 9:00am; leaves Ottawa Beach 7:00pm.
Trains arrive from north at 9:00am, 11:15am, 4:45pm, and 10:05pm.
Parlor cars on day trains and sleeping cars on night trains to and from Chicago
Parlor cars for Bay View.
*Every day. Others week days only.

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

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

Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:45pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DEHAVEN, General Pass. Agent

GRAND Trunk Railway System Detroit and Milwaukee D'y

(In effect May 1, 1899.)

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

GOING WEST
Gd. Haven and Int Pts. ... 8:30am *10:00pm
Gd. Haven Express... 10:21am * 7:15pm
Gd. Haven and Int Pts. ... 12:58pm + 3:19pm
Gd. Haven and Milwaukee... 5:12pm + 10:11am
Gd. Haven and Milwaukee... 10:00pm + 6:40am
Gd. Haven and Chicago... 7:30pm * 8:05am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.
*Daily. *Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway July 9, 1899.

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

Southern Div. Leave Arrive
Cincinnati... 7:10am + 9:45pm
Ft. Wayne... 2:00pm + 1:30pm
Kalamazoo and Vicksburg... 7:00pm * 7:20pm
Chicago and Cincinnati... 10:15pm * 3:50am
7:10 am train has parlor car to Chicago and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 10:15pm train has sleeping cars to Chicago, Cincinnati, Indianapolis, Louisville and St. Louis.

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

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

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids... 7:35am + 1:35pm + 4:40pm
Ar. Muskegon... 9:00am 2:45pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

GOING EAST.
Lv. Muskegon... 7:10am + 12:15am + 4:00pm
Ar. G'd Rapids... 9:30am + 2:00pm + 2:30pm
Sunday train leaves Muskegon 6:30pm; arrives Grand Rapids 7:55pm.
*Except Sunday.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids... 7:00am
Ar. Manistee... 12:05pm
Lv. Manistee... 8:30am
Ar. Grand Rapids... 1:00pm 6:55pm

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

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

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

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

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

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Nutritive Properties.

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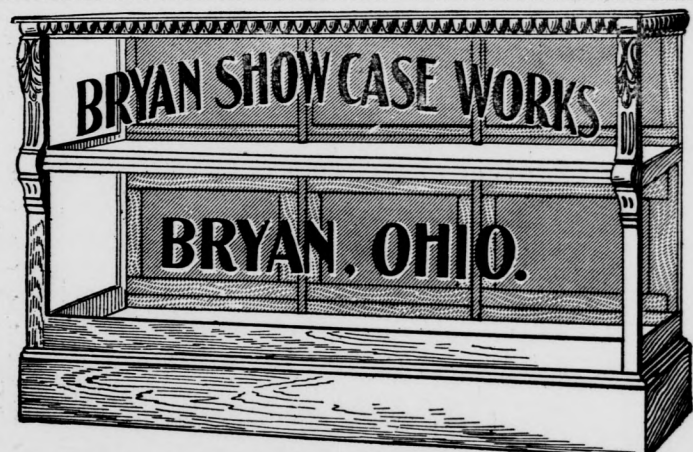
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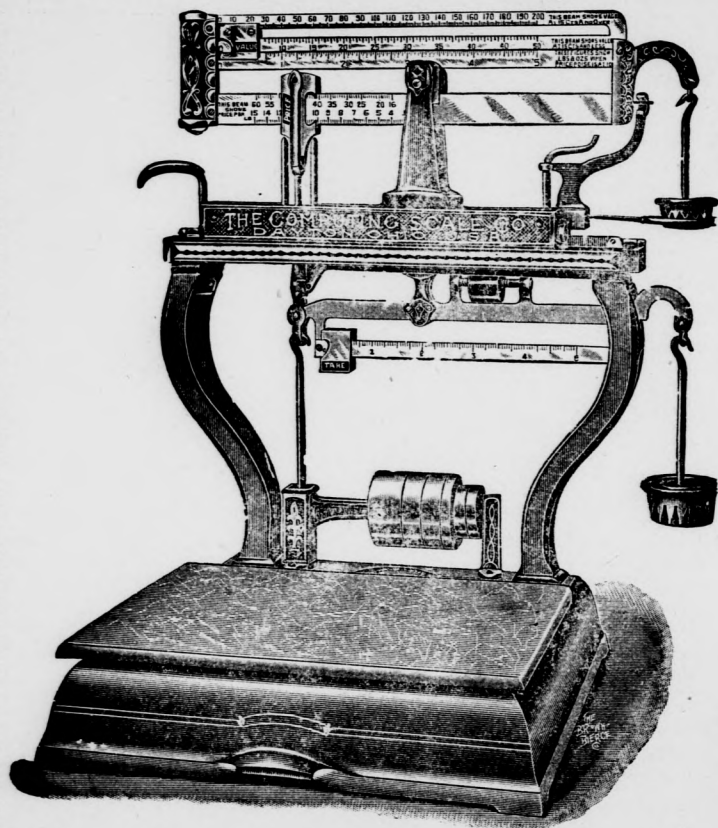
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