

MICHIGAN TRADESMAN

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Volume XVI.

GRAND RAPIDS, WEDNESDAY, AUGUST 30, 1899.

Number 832

THE "BRILLIANT" INCANDESCENT GAS LAMP

Makes its own Gas from Gasoline. As Bright as Daylight, almost as Cheap

Use
More
Light
and
You'll
Do
More
Business

Light for Home, Store, Church, Hall or Factory.



No. 100—"Brilliant" Gas Lamp.
Length, 56 inches. Complete with chimney, first quality Mantle and Opal Shade, Alcohol Spoon and Tip Cleaner. \$9.00 Each.
Discount Per Cent.
Holds one quart of Gasoline, and will burn 16 hours.
Oxidized Copper Finish.

100 CANDLE POWER

COMPARATIVE COST
16 Hours Burning 100 Candle Power Light

Two Rochester Lamps, cost	\$0.18
Five Ordinary City Gas Jets 20 Candle power each, costs	.40
(Gas @ \$1.00 per thousand feet.)	
Six Incandescent Electric Lights, 16 Candle Power, each, costs	.96
One Brilliant Gas Lamp, 1 Quart Gasoline, 100 Candle Power, costs	.02

Alcohol Spoon, per doz.	\$1.80
Generator, each	\$0.80
Generator Tip only, per doz	1.80
Tip Cleaner, per doz	\$0.90

INCANDESCENT GAS BURNERS FOR ILLUMINATING GAS
Best Burner on the market



No. 1278—UPRIGHT (brass part only) Each \$0.32
No. 1307—GALLERY (brass part only) Each \$0.30

The "Brilliant" Mantle will fit these Burners

THE "BRILLIANT" HAS BEEN ENDORSED BY THE NATIONAL BOARD OF UNDERWRITERS.

DON'T VOID YOUR INSURANCE BY USING A LAMP THAT HAS NOT BEEN ENDORSED BY THE NATIONAL BOARD OF FIRE INSURANCE UNDERWRITERS

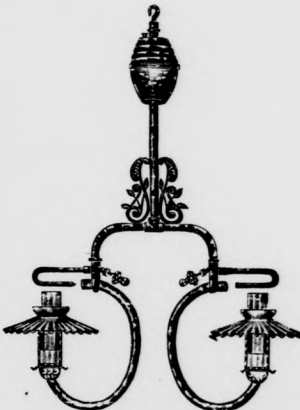
Mantles under ordinary circumstances and by careful handling should last three to six months, but as a precaution against accident, a few extra should be ordered and kept on hand.
Brilliant Mantles, each \$0.40
Brilliant Mantles, per doz. 4.50
The Mantles we furnish are the most durable and economical. Any Mantle can be used. The same size Mantles, Chimneys and Shades are used as on the Wellsbach or incandescent burners.

Trimnings for Brilliant Gas Lamps

Chimneys for Incandescent and Wellsbach Burners, per box 6 dozen	\$ 9.60
12 "	18.00
Cylinders for Incandescent and Wellsbach Burners, per dozen	2.50
10 per cent. extra discount on barrel lots of 6 dozen.	
No. 74—Opal Shades, per dozen	2.50
10 per cent. extra discount on barrel lots.	
Discount Per Cent.	

INSTRUCTIONS FOR LIGHTING AND CARE SENT WITH EACH LAMP.

Light without Heat, Smoke, Smell or Danger



No. 200—"Brilliant" Gas Lamp
Length 36 inches. Spreads 28 inches, finished in oxidized copper. Holds three pints of gasoline. Will burn 12 hours. Complete with first quality mantles, chimneys and opal shades, alcohol spoon and tip cleaner. Each \$17.00

Discount Per Cent.

200 CANDLE POWER

No
Extra
Expense
or
Trouble
Requires
only
Common
Gasoline

Special Discount 50 per cent.

We sell to dealers only



42-44 Lake Street, Chicago.

BUSINESS SUCCESS

Depends largely on the class of goods you handle. How about your cigars? Are they the kind to **satisfy your customers and bring new ones to your store?** If not, your cigar department will not be a success.

Just as easy to have the right kind of goods; **they don't cost any more.** We have the finest and most complete line of popular cigars in the country. Give us a trial and be convinced.

PHELPS, BRACE & CO.,
THE LARGEST CIGAR DEALERS IN THE MIDDLE WEST
F. E. BUSHMAN, MANAGER.

If You Would Be a Leader



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

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

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

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.

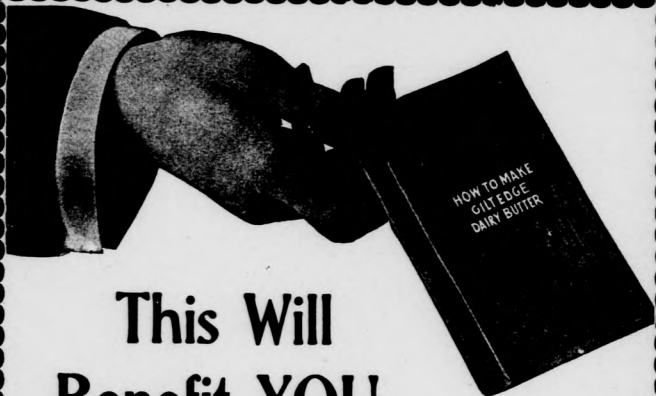


This Showcase only \$4.00 per foot.

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



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



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.

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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, AUGUST 30, 1899.

Number 832

**OLDEST
MOST RELIABLE
ALWAYS ONE PRICE**

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5. Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Sept. 5 to 15 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.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

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



Investigate our system before placing your collections.

Take a Receipt for Everything

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

**BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.**

**THE
Grand Rapids FIRE INS. CO.**

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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

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.

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	Business Wants.

The Critic on the Hearth.

What a man thinks of a woman's clothes is always of interest to her. When that man is her husband his opinion on the subject becomes a matter of importance. There are those who hold that much domestic infelicity is occasioned by the wife's neglect after marriage to pay the same attention to those pleasing details of the toilette that she did in the courting days and that in effect the rise of the Mother Hubbard and the curl paper and the decline of the poesy of married life are apt to be coincident. On the other hand it is a well-established fact that no married man has ever yet failed in business or gone into bankruptcy without his ruin having been laid to his wife's extravagance and love of dress.

Inasmuch as most men hold tenaciously to both of these theories, and are desirous that their wives should always be well dressed without spending anything to speak of, and as the days of cheap dressmakers and other miracles are past, it will be readily seen that the problem that the general woman faces is an extremely difficult one, and that when she presents herself before her lord and master in a new frock, and waits his opinion on it, she does so with considerable natural hesitation. Previous experience has taught her that he is apt to say one of several things: He may remark: "Oh, is that a new dress? Never would have known it. Looks exactly like all of your others to me." Or he may scan it quizzically and say: "That your new dress! What on earth did you have it made like that for? Say, if you're going in to sweep the streets you'd better join the white wings and draw pay for it, instead of bringing all the filth home on the bottom of your frock to give the children diphtheria and the Lord knows what. It's the style? That's just the way with a woman—there isn't a single one in the whole bunch who's got enough sense and independence to make herself comfortable. If it's the style, no matter how uncomfortable and silly it is, it goes, and she never even thinks about kicking." Or, if he's a particularly disagreeable man, he merely asks: "WHAT DID IT COST?"

Heretofore a husband's opinion of his

wife's clothes, openly expressed, may have been such as to cause her to beam with gratified pride, or send her to bed to cry it out, but it was a purely personal matter between the two. Now, however, the affair wears a very different aspect. A learned New York justice has recently decided that if a man approves of his wife's clothes he is bound to pay for them, while if he disapproves he is not legally responsible, and the dressmaker must look to the woman alone for payment. Thus, for instance, if a woman appears in a dear little duck of a frock and her husband says, "What a charming dress you have on, my dear. Makes you look just like you did when I fell in love with you," by that unguarded compliment he has made himself responsible to Mme. Celeste or Feodor, or whoever made the confection. If, though, he is discreet enough to say, "What a horrid mess that dress is! I wouldn't give a cent for it," he thereby absolves himself from all liability in the matter.

In the interesting case in which this decision was handed down the justice made the following ruling: "If a husband allows his wife to wear articles in his presence, and with his knowledge, which he would ordinarily be liable to pay for, as necessities, and he makes no objection, he will be liable to pay for them, for his permission to her to retain and enjoy them without objection is equivalent to a ratification of the purchase." The converse of this is, of course, equally true, and if a woman indulges in finery of which her husband neither admires nor approves, his criticisms render him free of all financial responsibility in the matter. With this new view of the subject women are intimately concerned, and it will probably hereafter be harder than ever to find a dress of which "hubby" entirely approves.

A Possible Starter.

The manufacturers of structural iron and steel held a meeting on August 23, and advanced prices \$5 a ton. They say they are in a position to control the situation and intimate that a still further advance may be made. Their action will probably have an effect on other values.

Mrs. Bridget Kelly is the name of a woman in Bellevue Hospital suffering with delirium tremens. The remarkable thing about her case is that she has been brought to her present pass by an inordinate indulgence in strong tea. She had been in the habit of drinking thirty cups a day. She has never drunk alcoholic liquors. The doctors say that tea is as bad as whisky when too much of it is used. Mrs. Kelly sees strange shapes in green and red dancing on the white walls. The colors are identical with those caused by alcoholism, say the physicians, and they explain that the phenomena are caused by the terminal filaments of the nerves becoming coated with toxine. Mrs. Kelly is not interested in the scientific aspect of her ailment, but she lies in bed wailing piteously for tea. The doctors expect her to recover.

Special Features of the Local Produce Market.

While the hot, dry weather of the last few weeks begins to make some difference in the quality of the vegetable exhibits on the market, taking away from the delicious, crisp freshness which characterized the unusually favorable early season, there seems to be no effect on the supply. Each succeeding Tuesday morning has brought an increasing number of teams, although the height of the season can not be far away.

A pleasant and favorable feature of the market, especially to producers, is the readiness with which sales are made. Passing through the wagons when the market hours are half over, the usual answer is, "Sold." This means an unusual buying strength, which may be accounted for in various ways. Perhaps as great an influence is the increase in the general strength of this market as a distributing point. One of the effects of the tremendous peach production of the past few years is the development of the possibilities of quickly reaching consuming points. The general machinery for this work is still in operation, and is most effective in meeting the less strenuous needs of more hardy products. This facility of reaching consuming points has contributed largely to the development of our wonderfully efficient commission trade—it has made the work of the bustling shippers possible, and they have grown to meet the situation with wonderful rapidity.

Then there has been introduced another buying and consuming factor which, while it has been so quiet about its work that it almost passes without notice, is yet of material importance. There were many, even among fruit growers, who were inclined to treat lightly, or even deprecate, the opening of canning factories. The beginning which has been made in this line is already sufficient to turn such indifference and opposition into the heartiest support. Its influence in assuring sales to the producer operates to give confidence and stimulate offerings, and shipping buyers have the better selection. Any influence which increases the volume of the market is a benefit to both buyers and sellers; and when this influence operates to give such steadiness and assurance as canneries must do, the benefit is a double one. Canning factories have come to stay, and their number will increase in proportion to the importance of this center of both production and shipping.

As the season advances offerings of peaches increase in quantity, but they are likely to be a distressingly small element.

"What are they worth?"
"Two fifty."
"Peaches are peaches."
"You bet."

Plums are coming nearer to taking the place of the nobler fruit than anything else. The leading shippers are handling from 600 to 800 bushels daily, a quantity probably exceeding previous records of this highly esteemed product. Pears are not in large quantities or good quality. Early grapes are in considerable abundance, but not to an extent to unduly depress the market.

Dry Goods

The Dry Goods Market.

Staple Cottons—Ducks in some cases have been advanced and in all cases are exceptionally firm. The advances have been on heavy lines. Bleached cottons would be active if any could be found, but with the demand practically ahead of the supply, there can be very little business accomplished. Wide sheetings have been advanced generally $\frac{1}{2}$ @1c per yard and low-grade bleached cottons are frequently one-eighth of a cent higher. Wide sheetings are firm in every case. Cotton flannels, blankets, etc., are firm and steady and a moderate business is being accomplished. Denims are decidedly against buyers in every case, and signs of advancement may be seen on every hand. Ticks are sharing the general increased demand. Other coarse colored cottons, including shirtings, plaids, stripes, etc., are in better demand than of late, and prices are firm.

Printed Fabrics—There is a decided improvement to note in the situation for printed cloths. This is more noticeable in fancies, but staple goods are moving also. The Western trade has not shown the same increase as other sections of the country, but it is coming along in a fairly satisfactory manner. The remainder of the season will undoubtedly be a good one, for the jobbers have had an almost unprecedented trade so far. At first hands, the agents are more closely sold up than in many seasons past. The conditions in the print cloth market support the other divisions in price and general firmness. Ginghams in spring dress styles have been moving along quietly, but enough goods have been sold to warrant the belief that advances are more than probable before long. Staple ginghams remain firm and scarce. In dark styles there is nothing to be found whatever. Domets, etc., are also well sold up.

Knit Goods—Everywhere the buying of spring knit goods is well under way, and moving at a good pace, with but very few obstacles in its path. Although there is some talk by a few of the houses of cutting prices, and thus securing more of the trade, there is little faith placed in this rumor, for it is plain to all that prices are as low as they can be, considering the increase in the price of raw material, and the increased cost of labor, if makers are to turn out goods equal in material and manufacture to those now carried. Manufacturers have for several years been making goods at very little profit to themselves, with such small profit, in fact, that business failure, absence of dividends, etc., have been the result, and now they are determined to stick to a fair price.

Carpets—Previous to six months ago the carpet trade was in a deplorable condition. Since that time there has been a gradual increase in business, although the initial orders were mainly taken at old prices. Recently there has been a more general disposition to advance prices on tapestry, velvet and standard extra super ingrain carpets. The latter were the last to be advanced, as the low prices at which tapestry and velvets were sold previous to their advance did not permit ingrain manufacturers to hold for higher prices, but duplicate orders will not be taken at prices at which the initial orders were placed. With the increase in the carpet business, all the former idle machinery, shut

down for six years, is now running, and some manufacturers contemplate running extra time in order to complete their orders for the jobbers in time, as the new season will soon commence. Art squares continue in popular favor, and while there has been during the past two years quite a large increase in the number of looms engaged on this line, which has resulted in closer competition, the art square to-day holds a larger place than ever before for covering the dining room floor, and has practically replaced the old style of druggot or crumb cloth, made of felt. Not only is it used for this purpose, but is also for use in bed chambers. Some even use it on painted floors, as well as the very popular all wool Smyrna rugs. In offices it is also used, as well as in dwelling houses, not only of the laboring man, but of those in more favored circumstances.

Lace Curtains—The return of the fall months will see greater activity than ever in this line. Manufacturers are ambitious to excel each other in introducing new and very attractive designs.

The large increase in the production of this line of goods ever since the McKinley tariff bill permits the American manufacturer to produce them at such a low price that they are now within the ability of the masses of the people to purchase, and the American working man is beautifying his home with furnishings which a few years ago were so expensive that they were a luxury only enjoyed by the wealthy and men of large salary.

A woman never knows what an unprincipled scoundrel she has married until her husband runs for office.

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.

The Jones Umbrella "Roof"



COVER YOUR OWN UMBRELLA

Don't throw away your old one—make it new for \$1.00. Recovering only takes one minute. No sewing. A clumsy man can do it as well as a clever woman.

TEN DAYS' FREE TRIAL. Send us \$1 and we will mail you, prepaid, a Union Twilled Silk, 26-inch "Adjustable Roof" (28-inch, \$1.25; 30-inch, \$1.50). If the "Roof" is not all you expected, or hoped for, return at our expense and get your money back by return mail—no questions asked. Send for our free book, "Umbrella Economy."

THE JONES-MULLEN CO., 396-398 Broadway, New York.

SOCKS!

What you want is a good line of Socks for fall trade; there is money in it if you buy them from us. We have them in the following grades: Cotton Socks, Woolen Socks and Lumberman Socks, at all prices. Let us send you a few sample dozen and we know you will be pleased.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

The High Band Turn Down

collar is here to stay. So great is the demand for them that a leading authority claims that the makers of collars will be unable to fill orders taken. We are more fortunate than some others. We have them to deliver. Price \$1.10 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

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

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

THE KEELEY INSTITUTE
BOX 1185
BENTON HARBOR, MICH.

BIG MONEY

The most successful, wide-awake, up-to-date general stores carry a line of **Jewelry and Novelties**, such as **Buckles, Rings, Beauty Pins, Link Chains, etc.**, and sell them at popular prices. We are headquarters.

AMERICAN JEWELRY CO., 80-82 Canal St., Grand Rapids.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Aug. 26—The last week of the month is here and it would be hard to find another since Jan. 1 that was duller than this. The demand is limited to the smallest amounts, and neither out-of-town dealers nor those in the city seem at all anxious about the course of trade in this staple. Certainly there seems no need of worry lest prices advance unduly, for the supply at Rio and Santos is larger so far this year than in 1897, which was regarded as the banner season. So far the receipts at the two ports aggregate 2,184,000 bags this year, against 2,164,000 bags in 1897. Here and afloat the stock aggregates 1,124,806 bags, against 1,027,259 bags at the same time last year. Rio No. 7 is worth 5½c. In mild grades there has been a slightly enlarged movement of the better sorts at firm but unchanged prices. Good Cucuta is held at 8¼c. East India sorts have been doing a little better and jobbers report some fairly good sales. Prices, however, are practically unchanged.

The cuts made in sugar by the warriors are still open. The trust is doing its level best to get supplies of raws at its own figures, which seem to be rather below the bids of the independent concerns. Arbuckle still keeps the rate of granulated at 5.25. A fairly large volume of business has been done in the way of withdrawals on contract, but new business has been a little quiet during the past day or so. Foreign holders of beet sugar seem to be realizing that America is doing something in that line herself and, as a consequence, they feel some disappointment at the comparatively light demand from here for their goods.

Jobbers of teas are taking rather light interest in the market and few transactions have taken place beyond the ordinary trading. The general feeling, however, is more confident than a month ago and, while there is not likely to be any great improvement, it is worth while to note even a better feeling. Few changes, if any, have taken place in quotations.

So far, about 2,000 barrels of cleaned rice has been received here this season and, as jobbers can obtain supplies with promptitude, they are inclined to purchase with rather more freedom than for a while past. The general tone of the market is steady and prices are quite generally adhered to. Foreign rice is firm and stocks are rather light. It is estimated that the yield in Louisiana and on the coast will be at least two and a quarter million sacks. Prime to choice Southern is worth 5¾@5¾c.

Orders for spices are generally for small lots, but the market is fairly firm and holders seem to be quite well satisfied with the outlook. Pepper is firm and cloves seem to be in quite good request. Prices are practically unchanged.

Contrary to expectations, a situation has developed this week that seems to be unfavorable to the packers of tomatoes. It had been hoped that, with the advance in price of cans, rates for the canned tomatoes would not only be firmly held, but would steadily advance. Pressure to sell, however, seems to have been a duty, and the result has been a weakening of prices. Where any profit is to be made in selling tomatoes at less than 65c is hard to see. The crop seems to be no larger than usual, but cans are worth 40 per cent. more. The outlook just now is not encouraging. Aside from tomatoes, the general market is in good shape and weakness is nowhere shown.

Dried fruits are practically unchanged, either for Pacific coast fruit or the "domestic" article. There is a very moderate offering of evaporated apples and the prospects are favorable for an advance. Desirable fruit is worth 9½c.

For desirable grocery grades of molasses the market is firm. The orders are for future delivery mostly, however. Stocks are rather light. Low grades are dull and selling at nominal figures.

Syrups are firm. Buyers are showing some interest in the situation and the outlook is favorable for a good fall trade.

The butter market during the week has had a few ups and downs and at the close remains almost exactly as a week ago. Best Western creamery is worth 21c and thirds to firsts 17@20c. Receipts are not excessive and are just beginning to increase. Factory butter is decidedly firm, with June extras 14@15½c; finest current make, 15c. Imitation creamery has witnessed little change and is quotable 15@17c.

Gilt edge full cream colored cheese is worth 10c; white, 9@9½c. The market is reported very firm at interior points and this fact, together with light receipts here, causes a firm feeling all around. Small size full cream has been sold for 10½c.

The receipts of eggs have increased, but, of course, there is not an overabundance of desirable stock and "good goods" in eggs will bring 18@20c for nearby stock and 16@17c for best Western.

Choice marrow beans, \$1.55; choice medium, \$1.37½; red kidney, \$1.65@1.70. The market is generally in good condition.

Potatoes are dull and the market seems to sag almost every day. About top rate for desirable stock per bbl. is \$1.75.

A Great Bargain.

The country store owned by Mr. Jabez Dodd contained such a motley conglomeration in the way of stock that a village lounge one day offered to bet that another man could not ask for anything in ordinary, every-day use without Uncle Jabe's producing it.

The two men entered the store, and the challenged party said: "Got any false teeth on hand to-day, Uncle Jabe?"

Without an instant's hesitation, Uncle Jabe put his hand to his mouth, and a moment later held out his hand with a grinning set of teeth in it.

"There," he said, "I'll sell that set mighty cheap, for my gums hev shrunk so they don't fit me no more, and I'm goin' to hev some new ones. If you want these fer—"

But the two men had fled, while Uncle Jabe called after them:

"I'll let you have 'em fer less'n half price."

Problems of Economy.

"We ought to have some new furniture, but—"

"But what, Carolyn?"

"I don't know whether to get an ice-chest that looks like a folding bed or a folding bed that looks like an ice-chest."

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

**ROBES
AND
BLANKETS**

Our catalogue and price list will give you complete descriptions of the largest line of these goods carried in Michigan—prices range to cover all kinds of customers, from the man who wants a showy one at a low price to the most particular buyer.

Our Dewey Plush Robe is a great seller: an exact likeness of the Admiral in a bright-colored, attractive design. Write for price list.

BROWN & SEHLER,
WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

ESTABLISHED 1865

Detroit, Mich.

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

Foot 1st St.

The King of Light

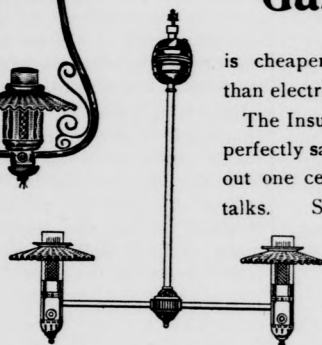
If you need light, when you need light, you need light that will light you up

Cheaply, Brilliantly, Quickly

**The Sunlight
Gasoline Lamp**



PAT'D MAY 10, 1899.



is cheaper than kerosene. More brilliant than electricity.

The Insurance Underwriters say that it is perfectly safe by writing policies on it without one cent of extra premiums. Money talks. Stores, Churches, Residences,

Lodges, Halls, Hotels, Offices and Shops cannot afford to be without it.

You will be sorry if you fix

your winter lighting before writing to us.

Owing to excessive orders we have been unable to keep in stock; but we have lately increased our facilities so as to enable us to fill all future orders promptly. Moneymaking terms to local agents.

Michigan Light Co.,

23 Pearl Street,

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Marshall—C. A. Chesher has opened a feed store at this place.

Flint—The Hughes Coal & Wood Co. succeeds J. C. Hughes & Co.

Michie—Joseph David has removed his grocery stock to Bay City.

New Era—O. VanGorder has sold his grocery stock to Geo. Pranger.

Cannonsburg—Dr. Aaron Clark has opened a drug store at this place.

Jackson—Fogell & Co. have purchased the grocery stock of Coons & Arnold.

Hillsdale—A & D. Friedman have moved their dry goods stock to Hudson.

Tecumseh—McBride & Page have sold their furniture stock to W. F. Sisson.

Howell—Marston & Monroe succeed Chas. E. Marston in the grocery business.

Chapin—C. M. Loynes, of Fairfield, has purchased the general stock of Geo. Clark.

Galien—Wm. Dellinger, grocer and meat dealer, has sold out to Swem & Butler.

Detroit—M. Basso & Co., wholesale fruit dealers, have dissolved, Andrea Rosasco succeeding.

Mitchell—A new grocery store will shortly be opened at this place by Mr. Schofield, of South Arm.

Jackson—Wilson & Reasner, grocers, have dissolved partnership. Isaac R. Wilson will continue the business.

Menominee—The Paul Mercantile Co. has purchased the stock of crockery, stationery and books of W. A. Pengilly.

Sault Ste. Marie—D. H. Moloney, of Cheboygan, has removed his shoe and men's furnishing goods stock to this place.

Lawton—N. O. Martin has purchased the drug stock of Matthew Murphy and will take possession of same in a few weeks.

L'Anse—Dr. John V. Zellen has opened a drug store at this place, placing his brother, Walfred, in charge thereof.

Ypsilanti—J. B. Wortley, formerly of the clothing firm of Clark S. Wortley & Co., will open a dry goods store early in September.

Sault Ste. Marie—W. P. Danskin has removed his grocery stock to the building recently erected by him on Bingham avenue.

Baldwin—R. J. Matthews, general dealer at this place, has started a branch store at Biteley, placing Mrs. Agnes Campau in charge.

Trufant—The Citizens Telephone Co. is extending its line to this place and putting in a small exchange here with C. E. VanAvery in charge.

Pittsford—Hugh Cole, grocer, now occupies the new brick store building which was erected on the site of the structure burned last winter.

Hancock—Peter Holman has disposed of his residence, store building and grocery stock to Andrew Kauth, the consideration being \$12,500.

Fountain—Fred Reek has purchased the stock of general merchandise of his brother, F. J. Reek, and will continue the business in his own name.

Adrian—Herbert S. Roe, formerly salesman in the dry goods house of T. A. Hilton, at Coldwater, has embarked in the clothing business at this place.

Marine City—Chas. Doyle has sold his drug stock to Edward Beebe, formerly engaged in the drug business at Ovid, who will continue the business at the same location.

Grand Ledge—Jas. Winnie has purchased from the Pearl estate the brick building adjoining his present location and will remove his hardware stock to same.

Bronson—Elliott M. Turner has become a half owner in the furniture and undertaking business of A. Ruple & Son, purchasing the interest of A. Ruple.

Albion—C. H. Burnett has sold his interest in the grocery business to his former partner, Miss Mary Howard, who will continue the business at the old stand.

Homer—The owners of the new meat market, Charles Knowles and Norman Arey, are located in the building formerly occupied by the meat market of A. N. Booth & Son.

Lake Linden—J. C. Lane has rented the store building formerly occupied by the dry goods and clothing stock of D. Toplon and will open a department store early in September.

Litchfield—Miss Patten, of Parma, has rented the vacant room between the shoe store of Fred S. Sackett and the bazaar store of E. E. Maynard and will open a millinery store.

Holland—Tim Slagh has completed arrangements for the construction of a three-story brick building, 24x65 feet in dimensions, which he will occupy with a dry goods and grocery stock.

Ann Arbor—The Chicago Shoe Co., through its manager, Fred Clark, has purchased the Wm. Allaby shoe stock, which will be removed to Kalamazoo and placed in one of its branch stores.

Cheboygan—Sinclair & Matthews have leased the store building now occupied by the clothing and boot and shoe stock of P. L. LaPres and will open a dry goods store about the middle of September.

Lansing—Claude E. Cady has purchased the grocery stock of W. S. Griswold, at the corner of Larch and Shiawassee streets, and has combined it with the stock he has removed from his former location on Pennsylvania avenue.

Detroit—W. A. Sturgeon & Co., dealers in jewelry, have filed articles of association. The capital is \$75,000, of which \$66,000 is paid in. Charles E. Dorr, of New York City, holds 100 shares, Wm. A. Sturgeon, trustee, Detroit, 6,490 and Charles Washington Hayes, 10.

Negaunee—N. Laughlin is erecting a 16 foot addition to the rear of his general store building. He has also purchased the lot opposite his Jackson street warehouses from the Jackson Iron Co., on which he will erect warehouses and sheds to provide storage for delivery wagons and sleighs.

Ishpeming—John H. Quinn has been appointed trustee of the millinery and bazaar stock of Anna (Mrs. Nelson) Mowick. An inventory is being taken and, when completed, the stock will be disposed of by the trustee and the funds realized will be held pending further orders of the court.

Ypsilanti—M. J. Lewis has sold his grocery stock to Lee Stumpfenhusen and O. W. Seymour. Mr. Stumpfenhusen's experience as a grocer extends over a period of about four years, during which time he has been employed in Ann Arbor. Mr. Seymour has been connected with the grocery business at this place for eleven years, during seven of which he was an employe in the grocery store of E. A. Holbrook.

Ludington—Dr. O. A. Eaton has purchased a drug stock at Cedar City and will shortly remove to that place.

Ypsilanti—Warren H. Smith, recently principal of the Pontiac high school and before that principal of the Lansing high school, has decided to quit teaching and go into business. He has formed a copartnership with his father under the firm name of Frank Smith & Son. They will continue the drug and book business which has been conducted for many years by the senior member of the firm and at the old stand.

Traverse City—E. J. Hanslovsky, and his brother Charles, who is now in Chicago, have formed a partnership and will open a general store in the large double building on the corner of Randolph and Division streets, carrying a stock of groceries, dry goods, boots and shoes. E. J. Hanslovsky has been station agent on the Klondike branch of the C. & W. M. railroad, but has resigned his position and returned to the city.

Central Lake—The copartnership contemplated between Mr. Shomberger, of Traverse City, and L. Nurko, of this place, is declared off and each will continue business alone. Mr. Nurko will enlarge his present quarters and increase his stock of clothing and men's furnishing goods, while Mr. Shomberger will occupy a new brick building, now in process of erection, with a stock of clothing and ladies' and men's furnishing goods.

Bellaire—Wm. Hierliby, shoe dealer, and Chas. Knolles, harnessmaker, have purchased of A. T. Kellogg, of Kalkaska, the building occupied by the hardware stock of E. L. Bansill. The building will be thoroughly overhauled and repaired, and after being repainted Hierliby & Knolles will occupy it. Mr. Hierliby will use one side of the building for the display of his shoe stock, while Mr. Knolles will have the other side for his harness business.

Hart—C. W. Noret went to Grand Rapids the first of the week, where he met C. A. Birge, and they selected a partial stock of furniture for the new store. Mr. Noret came home and, presto change, a new deal was inaugurated and is now about completed, whereby Noret Bros. become possessors of the Slayton stock of furniture, etc., the Noret iron-clad building, in which is Colby's hardware store, going to C. W. Slayton in the deal, and the order for the new stock was cancelled.

Manufacturing Matters.

Ashley—John Lynch has purchased the mill building and will soon open a flour and feed mill.

Battle Creek—The Beuchner Manufacturing Co., Limited, succeeds the Metal Back Alum Co.

Tecumseh—John Heck has purchased an interest in the Tecumseh Steam Mills owned by Chas. H. Heck.

Detroit—The style of the Sprocket Chain Manufacturing Co. has been changed to the Buhl Malleable Co.

Pittsford—C. A. Bacon's successor in the Pittsford Roller Mills has rented the share of Mr. Reeder, the other partner in the concern, and will manage the entire business.

Sault Ste. Marie—J. A. Jamieson and Thos. Woodfield have formed a new company to be known as the Neebish Lumber Co. This company has no connection with the Jamieson Lumber Co., but is wholly an independent concern. The company has purchased 840 acres of timber land on Neebish Island, on the Soo River, and has already 23 men in camp and is desirous of getting 50 or 60 more. The J. A. Jamieson Lumber Co. will continue its business as heretofore.

The Boys Behind the Counter.

Belding—Earl Vincent has a new grocery clerk in the person of Edward Peck, of Grand Rapids.

Paw Paw—Frank Seabury has secured a position in the drug store of Birge & Co., at Benton Harbor.

Coldwater—Homer Wickes, for some time salesman in Skelton's clothing store, has secured a position with F. L. Burdick, of Sturgis, taking charge of his clothing store, at a liberal salary.

Portland—Will Browning has taken a position in W. P. Culver's hardware store to take the place of Bert Reynolds, who leaves Sept. 1 for Benton Harbor, where he will have charge of the stove department of a large store, at a considerable advance in salary.

St. Johns—The retail clerks of this place have done a foolish thing by applying for a charter for a union, thus allying themselves with boycotters, strikers and murderers. A union is the embodiment of all that is base and wicked. Its influence is wrong and its tendency is to destroy the moral rectitude of any of its adherents. It is to be hoped that the young men who stand behind the counter here will consider carefully the step they are taking and refrain from subscribing to the infamous doctrine of Debs and Gompers.

Kalamazoo—John W. Van Brook has returned to his former position with the Brownson & Rankin Dry Goods Co. He was previously associated with this house thirteen years.

Scottville—Harry Reinberg has taken a position in Sahlmark's drug store in Ludington.

Springport—Roscoe C. Smith is in charge of the new clothing store of C. M. Powers & Co.

Houghton—The career of the early closing movement in this city was extremely brief and the efforts of the clerks in this direction may be said to have availed them nothing. Most of the stores, if not all, now close at the same time as formerly. The result is what was expected, as at the time the movement was inaugurated some merchants expressed the opinion that to close two or three evenings of the week at 6:30 was too early, although they agreed to give the schedule a trial. Failure must necessarily follow any attempt of this kind where an innovation is forced upon the merchants by the clerks, without due regard to the rights of the employer or the sentiments of the customers. Nor will it do to undertake too sweeping a reform. Changes of this kind should come gradually, not all at once, in order to be permanent.

Improvement the Order of the Day.

East Jordan, Aug. 29—The walls of the new brick bank building of Glenn & Co. are nearly completed and work on the inside will be pushed to completion. The building will contain a safety deposit vault and will be strictly up to date in every detail, making a great improvement on one of the prominent corners of Main street.

The East Jordan Lumber Co. is finishing up some elegant offices for the officers and office force in its new brick block, which is nearing completion.

J. J. Vatruba is hustling the work on his new brick building, which he will soon occupy with a complete line of harness and vehicles.

D. C. Loveday & Co. are closing out their stock of groceries and will use the space vacated with some of their hardware stock.

Bush & Co. have the frame work nearly completed for a large new sawmill and are also refitting their hoop factory for use as a woodworking manufactory.

Grand Rapids Gossip

The Produce Market.

Apples—Fancy Maiden Blush command \$2@2.25 per bbl. No. 1 stock is in good demand at \$1.75, while cooking stock commands \$1.50.

Beans—The dry weather which has prevailed in this locality since Aug. 3 is having a very disastrous effect on the bean crop, inasmuch as the beans already harvested are only about one-half the usual size, which would not have been the case had there been rains up to the middle of August. The frequent showers which prevailed up to the first week in August were very favorable to the crop, and a month ago it was freely predicted that the crop would be one of the largest the State had ever seen. Dealers are now estimating the crop at about 50 per cent. of an average crop, because it takes about two beans to make as much in bulk as the size of an ordinary bean.

Beets—25@30c per bu.

Butter—Factory creamery has advanced another cent and is firm at 21c. Fancy grades of dairy command 17c, but receipts of dairy are almost wholly cooking grades and worse.

Cabbage—35@40c per doz.

Carrots—30@35c per bu.

Cauliflower—\$1 25 per doz.

Celery—12@15c per doz. bunches.

Crab Apples—Siberian and Transcendent are in ample supply at 50@60c per bu.

Cranberries—The first consignment of new berries to reach this market came from Eli Lyons, of Lakeview. The berries are not large and the color is, of course, pretty light; otherwise the quality is first class. Dealers are holding at \$2@2 25 per bu.

Cucumbers—Greenhouse stock commands 50c per bu. Outdoor grown is so yellow as to be hardly marketable.

Eggs—Dealers are paying 12c for fresh laid, case count, holding candled at 13c and dirties and small eggs at 12c. Receipts have been large, considering the warm weather.

Grapes—Wordens and Concord commands 8@10c for 4 lb. baskets and 15@16c for 8 lbs. The dry weather is shortening the yield of early varieties.

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

Honey—White Clover is estimated to be only 30 per cent. of an average crop. Receipts are small and choice readily commands 15c. Dark amber fetches 10c.

Live Poultry—Nearly all lines are stronger and firmer. Broilers are in good demand at 10c. 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 taken in a limited way at 5c. Hen turkeys find ready sale at 9c. Large turkeys are in good demand at 8c. Spring turkeys are readily sold at 10c. Squabs are in strong and active demand at \$1.25 per doz. Pigeons are in fair demand at 5c per doz.

Muskmelons—Cantaloupes command 60@75c per doz. Osage fetch 75@85c per crate. Rockyford Gems command 65@75c per bu.—about thirty to the bushel. The dry weather is shortening the crop.

Onions—Illinois and home grown are sold on the same basis—about 60c per bu. Illinois stock comes in 1½ bu. sacks.

Pears—Fancy Bartletts command \$1.50. Flemish Beauties and Clapp's Favorite are held at \$1.40. Sugar pears and other small varieties range around 75c.

Peaches—Barnards are now in market, commanding \$2.50@2.75 per bu.

Peppers—65@75c per bu.

Plums—Lombards are in full supply at 85@95c. Green Gages fetch \$1@1.25. Yellow Egg and Prune command \$1 25 @1 35. Purple are held at \$1.10@1.25.

Potatoes—"It is the unexpected that is always happening," and this proves to be true now in the matter of the potato crop. Up to the 10th of August potatoes were doing well in this State, but the drouth, which has not been broken since Aug. 3, will probably cur-

tail the crop 50 per cent., if not more. Of course, it sometimes happens that penetrating rains even after the 1st of September will help the crop very materially, but on account of the frequent rains during the early part of the season, it is thought that it is now too late for the crop to rally from the blight it has received by four weeks of dry weather.

Radishes—18c per doz. bunches.

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

Sweet Corn—8c per doz. for Evergreen

Sweet Potatoes—\$2 75 per bbl. for Baltimore Jerseys and \$2 25 for Virginia.

Tomatoes—40@45c per bu.

Turnips—30@40c per bu.

Watermelons—Indiana Sweethearts command 12½@15c. Home grown are coming in freely, fetching 10@12½c.

Poetical Tribute to Max's Snore.

A green traveling man who is unaccustomed to the snares and pitfalls which beset the pathway of the commercial traveler, was so unfortunate as to be assigned a room with Max. Mills at the American House at Kalamazoo one day last week. His experience in undertaking to lure the Goddess of Sleep is thus described by him in the following attempt at poesy:

Of all sad words of tongue or pen
The saddest are to sleep with snoring men.
Maximilian Mills has such a nose
That it makes him rattle from head to toes;
From basso profundo to the key of high C
It roars and resounds like the waves of the sea;
Mr. Mills has a nose of such wonderful power
That it makes the night hideous till a very late hour.
Now, friends, one and all, steer clear of that nose
If you'd pass the whole night in refreshing repose.

A local wholesale grocer is of the opinion that the fight between the American Sugar Refining Co. and the independent refiners is a put up job, being due to concert of action between the two for the sake of the effect it will have on the beet sugar business of the country. It will soon be time for the beet sugar factories to begin operations for the season and, in case the Eastern refineries are able to hold the price of refined sugar down to a point where beet sugar can not be sold at a profit, it will put a wet blanket on the beet sugar factories already in the field and probably discourage the organization of additional companies to manufacture sugar from beets. Of course, the ultimate outcome of the matter will be that all of the Eastern refineries will be owned by the American Sugar Refining Co., and if the growth of the beet sugar industry can be stunted by the pursuance of such a policy, the trust would then be in a position to make millions of profit as easily as it could make thousands with the hundreds of beet sugar factories in the competitive field.

B. Schrouder has sold his stock of drugs and toilet articles, at the corner of East Bridge and Clancy streets, to O. A. Fanckboner, formerly engaged in the drug business at the corner of East Bridge and Union streets, who will continue the business at the same location. Mr. Schrouder is undecided as to his future location.

Frank T. Lawrence, formerly connected with the fruit department of the Putnam Candy Co., but for some months past a member of the firm of Lawrence & Matheson, has engaged in the fruit and oyster business at 9 North Ionia street.

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

An artist is not a success until he can draw a check on a bank.

The Grocery Market.

Sugars—There is no change in the raw sugar market, quotations being still on the basis of 4½c for 96 deg. test centrifugals and 3 15-16c for 89 deg. test muscovadoes; but very few sales have been made as supplies are scarce. There is no change in list price of refined, but some grades of softs are still being shaded 1-16c. Arbuckle Bros. are still selling 1-16c under other refiners' quotations and another cut by the American is looked for. The demand for refined is just about the same as it has been for the past few weeks and there is no doubt but that refiners have to-day a much larger stock of refined sugar on hand than in any previous year.

Canned Goods—The canned goods market is not very active. Almost no business of importance is stirring and the orders that are coming in are principally for retail quantities. The situation of the corn crop is causing packers some anxiety in New York State. The indications vary from one fourth to one-half of a crop. The sale of futures was very large and present indications point to considerable difficulty in covering contracts in some localities. Prices are unchanged, but all spot goods are held firmer in consequence of the probable shortage. Maine reports corn in good condition and promising an abundant yield. The string bean pack was large in some places and short in others. As a whole, it will probably prove larger than last year. Prices are steady, with an upward tendency, but no advance is noted as yet. The pea pack in some places was quite heavy, but will probably average smaller than last year. There has been some excitement in California canned goods circles, occasioned by the fact that canners can not get tin to make cans, and are sending peaches and pears back to the evaporators because they can not handle them. It is likely to make some difference in the output of dried peaches and may also cause an increase in the quantity of pears dried. Cans are being brought from Alaska or anywhere else that they can be procured, but the outlook for supplying the demand is not encouraging. The pear crop is very large. The pack this season will be unprecedented. Those packers who will not handle peaches this year are going into the packing of pears on a large scale and we will have some first-class Bartletts and the cheaper grades of pears will be lower than any we have had for some time. Salmon continues very firm, but with no change in prices. Sardines are in good demand at unchanged prices. Of all the balance of the market there isn't anything of interest to report. The situation remains unchanged, but the feeling is healthy and everyone anticipates a very active business during the fall.

Dried Fruit—The dried fruit market continues dull and business is limited to small orders for immediate consumption. A generally firm feeling is maintained, however, and there is not much disposition to shade prices. Peaches are quiet, and, in view of the probability that the output will exceed 1,500 cars, buyers are very careful about taking supplies, thinking that prices will decline. There has been a reduction of ½c already since the season opened, but whether a further decline will follow present conditions is another question. Buyers appear to think prices will go lower, consequently there is little trading. Apricots are about sold out and prices remain firm. The supply of

fruit was about up to the average, but shippers of the green fruit and canners paid so much more than evaporators that the dried output will be no larger than previous estimates. The demand continues good, considering the high prices asked. There is a fair demand for prunes for future delivery coming from all sections of the country, especially so for the small sizes (95 to 105 and smaller), which are going to be exceedingly scarce this year if the reports from the coast are true. The demand for 1898 crop raisins continues fairly good and stocks are small. On Monday night of last week fire destroyed the Fresno, Cal., fig packing establishment of Seropian Bros., large packers of California figs. The co-operative packing house at Fresno was also consumed and some twenty-five cars of raisins are supposed to have been destroyed by this fire. This will affect the jobbers somewhat, as these people had sold largely of seeded raisins and, while they intend to build immediately, it will probably be some thirty days before they will be in operation again. The demand for evaporated apples is somewhat light and, as supplies are coming in quite freely, the market is weaker, with a reduction of about ¼c in price. The current market is stronger, with an advance of ¼c.

Fish—The demand for salt mackerel continues good and prices continue to advance, owing to the light receipts and the improved quality of some of the stock now coming in.

Rolled Oats—The market is very strong and millers are still heavily oversold.

Green Fruit—The reaction expected in lemons has occurred and prices are from 50@75c per box higher. There is a trifle larger demand, but it is limited to small lots for immediate consumption. Buyers are not taking large supplies, being afraid the demand will decline rather than increase. Shipments are very small and will hardly increase during the closing season. Bananas are doing a little better, but there is no increase in price. Arrivals are about the same as last year at this time.

Rice—The relief supplies for Puerto Rico purchased by the Government tend to make the rice market stronger and some dealers are asking higher prices. The Government has already bought some 600,000 pounds of rice in New York to go to Puerto Rico and is soon to contract for 600,000 pounds more. These large purchases will reduce by about one-half the present stock of low grade rice in New York and will have a tendency to better the market. Receipts of new rice at New Orleans this season have been 77,421 sacks, as against 13,563 sacks for the corresponding period last year. The sales of new crop rice up to Aug. 10 aggregated 52,232 sacks, as against 12,827 sacks for the same period last year. These figures show a gain over last year in receipts of 63,858 sacks and in sales of 39,405 sacks. As to the quality of the goods, rice men are united in the opinion that the lines of head rices which have been coming in this season are extremely good. The high-priced stock shown thus far is of pretty style, clean and most desirable for fancy trade.

Tea—A fairly active demand for teas has been reported during the past week. The retail country demand shows considerable improvement, but distribution in the city to the retailers is not so large. Next month bids fair to bring a strong city demand.

Nuts—The supply of peanuts is less than at any time in ten years and every bag will be wanted before new crop. This being the case, the first of the new crop will bring full prices and there will be no cheap peanuts (regardless of the size of the crop) until this early demand is supplied.

Woman's World

How the New Woman Compares With the Old.

Marion is young and she believes—as we must all believe in the rosy dawn of life, when our pulses beat high with strength and hope and enthusiasm—that her own day is the golden day of all the world's history. It goes without saying that she is what we call advanced and that she never hears of a woman going into a new profession and becoming a roustabout on a steamboat or a deputy sheriff with hanging powers that she doesn't, so to speak, beat upon the cymbals and brazen instruments and call upon all other women to rejoice. She is, of course, college bred, with a record for hurdle jumping and a certificate in higher mathematics that she regards with equal satisfaction as fitting her to solve any problem existence may have to offer her.

It is a human impulse to undervalue all that went before us, and perhaps it is not unnatural that Marion regards the women of an older generation with a frank pity that has something of patronage in it as well. "Only fancy," she cries, "how terrible it must have been to live in an age when it was considered ladylike to be delicate and sickly, and it was absolutely vulgar to eat as much as you wanted; when they gave women accomplishments instead of an education—meringues instead of meat—and the highest ideal of life that was ever held up before a woman was the parasite vine that is ready to flop over and hag on to anything that has backbone enough to stand up."

The other day Marion came in at tea-time, and was telling, in her impetuous way, of some woman who had gone to Chicago and, without friends or money or influence, had wrested fortune out of almost impossible conditions. It was a story to stir one's blood for the mere pluck and dash and bravery of the thing, and when she had finished, Miss Lavinia Oldmaid, who had been listening, turned to the woman of the world with a little tremor of regret in her voice.

"Ab, Mary," she said, "times are, indeed, changed, and when I hear of a thing like that it makes me realize how completely I belong to a past age. Marion is right. The women of our day were merely the embroidered ornament of life, not a part of the tissue of the thing itself, like they are now. We were taught grace and gentleness, not strength and self-assertion. We were not fitted to cope with difficulties and—"

"Nonsense," cried the other brusque-

ly. "I am sick and tired of hearing of what the new woman has done, and what the old woman didn't do. I know it is the fashion now to sound a trumpet every time a woman doesn't starve at whatever she undertakes to do, and when she achieves an unusual degree of success, we add an extra flourish of jubilation and say: 'Toot-toot-too, see the new woman shaking off her sloth at last! Behold the leaven of the emancipation movement working in her!'"

"In heaven's name, was there ever anything sillier? For my part, I'd just like to see one of these progressive, self-complacent, college-bred new women undertake the duties our mothers performed every day of their lives, and that neither they nor anybody else ever thought the least remarkable. Why, the woman who oversaw the providing and making of clothes for a large family of children and undertook the work of directing their mental and moral education had to have the executive ability of a commissary general. To her came the sick and the old and to see her prescribe for the ailing, and hush the fretting babe on her own breast, was to know that she was a better doctor than many a budding M. D. and a better nurse than many a woman who holds a gilt framed certificate as a trained nurse. The way in which she adjusted the quarrels among her own children and silenced the neighborhood rivalries and jealousies showed that she had the wit of a Portia. More than that, when she stood by sick beds, as she did many and many a night, with a heavy hand with the cold sweat of death on it clasped in her own, and souls darkened with ignorance and sin questioned her of what lay behind the door through which they were so soon to pass, it was she who, with the skill of a theologian and the inspired faith of a saint, led them up to their God. I know many women who are good housekeepers, others who are clever business women. I know good women lawyers and doctors and trained nurses and one woman preacher, but I don't know any one woman who combines all these professions like the modest womanly women of the past of whom we are always hearing, and whose names never got in the papers but twice in their lives—once when they were married and again when they died.

"Then the war came, and let me tell you that in the great day when the roll of heroes of nations is called the name of the woman whose husband went to war is going to lead all the rest. Nobody knows what she suffered. Nobody knows what she endured. Nobody

knows what she accomplished. As you say, she had no preparation for it. She didn't have any muscles developed by golf and athletics, but many a woman who had hardly picked her own fan up from the floor rolled up her sleeves and bent her back over the washtub without one word of complaint. Her mind hadn't been trained to deal with financial problems by any courses in higher mathematics and she had to count up money on her fingers, but when she had to face the problem of making a living for the fatherless children who clung about her knees she never flinched, no matter how menial or distasteful or laborious was the thing that she found nearest to her hand to do.

"After the fall of Richmond, when weary, disheartened and discouraged men came straggling back in ragged blue and gray to sorry homes, nine times out of ten it was the woman whose wit grappled with the situation first and saw the best way out of the difficulty. A man in Atlanta once told me that nothing but his wife's singing saved him from absolute despair and suicide. The plantation was laid waste, there were neither implements nor stock to cultivate it, and hardly a dust of meal in the house to eat. Worn and despairing he sat with his hand on his old cavalry pistols, tempted to end it all, when through the house rang the voice of his wife, singing about her work. In an instant it sobered and aroused him. Her courage shamed his weakness, and he got up from his chair with a determination not to be conquered that has made him one of the richest men in the South.

"Last winter I was in a prosperous Southern city where the biggest hotel is owned and run by a woman. There's always something, you know, behind the door of a woman's success, and she was telling me a little tale that was almost typical of Southern women in those first days after the war, but that was as fine with heroism as anything ever sung in song or story. She belonged to a fine old Tennessee family and had been raised to every luxury. Her husband was a prosperous physician, and when the war began he entered the army as a surgeon. When it was over he returned, shattered in health and to find all of their property swept away. 'I thought it over for three sleepless nights,' said the gentle little gray-haired old lady, 'and then I told my husband that I was going to open a boarding-house. He demurred. 'You are not able to work,' I said. 'Here are your mother and my mother, who are old and helpless, and who shall never want for

the luxuries they have been used to all of their lives, if I can help it. Here are our little children who must be educated and given a start in life. I have thought over the whole range of what I can do. I can't write or paint or do anything of that kind. The school-teaching profession is going to be overcrowded, but there's always going to be a demand for something good to eat, and I'm going to help supply it.' Of course, everybody told me I would fail, and it was hard for one who had only entertained guests to take money for her hospitality, but I was determined to succeed. I worked early and late. I got a reputation for home-made goodies that I made with my own hands and, above all, I studied my business. In a few months my husband died and I was left entirely alone with the two old ladies and the little children clinging to my skirts, but, thank God, none of them ever wanted for anything. I prospered. I moved from a big house to a bigger one, until finally I built this fine hotel. Of course, I never had the slightest training for such a career. Why, I'd hardly so much as ever seen an account in my life, and never even swept a room or made a bed, but there's nothing on this earth a woman can't do if you put the necessity of those she loves behind it.

"Understand," went on the woman of the world, "that I'm not disparaging the modern women one bit. There isn't a single thing she can achieve that I don't rejoice in or an opportunity opened to her that I'm not glad of, but before she gives herself too many airs of superiority over her mother I want to see her ability and her courage tested. If she can do more than the old woman did, she's a world's wonder, and I'm perfectly willing to throw up my best bonnet in honor of the new champion.

DOROTHY DIX.

Very few public men would be willing to be taken at their publicly expressed estimation of themselves.

Aluminum Money

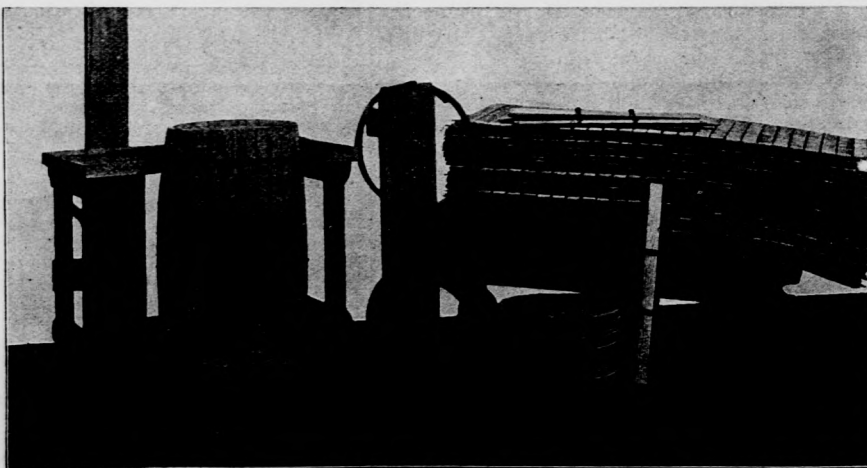
Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



The Hercules Ventilated Barrel

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

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

Apple-barrel size, 17½-inch head, 29-inch stave; 12 pecks.
In lots of 100, heads & hoops complete, knock-down, each .22c
In lots of 200, heads & hoops complete, knock-down, each .21c
In lots of 500, heads & hoops complete, knock-down, each .20c

Setting-up outfit included. We can ship promptly.

For further particulars and sample barrel address,



Hercules Woodenware Co.,

293 W. 20th Place,
Chicago, Ill.

ON AGIN OFF AGIN BACK AGIN

Fine Granulated Sugar \$4.98 f. o. b. Saginaw, with order for two one-half chests Japan Tea at 30c or upwards. We give purchaser option of taking five barrels H. & E. Fine Granulated at \$4.98. With equal orders for groceries we make Granulated \$5.20 f. o. b. Saginaw.

With an order for one-half chest Jap at 34 to 36c, strictly high grade, close rolled and fine draw, we will give the purchaser option of buying five gross Mason Jars, half gallon, porcelain tops, packed one dozen in box, at the unprecedented low price of \$3.85 per gross.

We are the Tea-Teazers of Michigan.

Just at hand a new 1899 chop at 26c; fair looker and good draw. Also a small line of Jap Nibs at 26c. A Broken Tea Leaf at 22c per lb. Best value at the price named of any tea in the United States.

Hemmeter's Champion Cigars at \$25.00 per M. With 10 pounds of any Tea Leaf or Dust we will put in 50 of this brand of cigars at price named.

Best Package coffee on the market \$8.00 per case.

Armour's Deviled Ham and Potted Tongue, $\frac{1}{2}$ s 50c per doz., $\frac{1}{4}$ s 28c per doz. This is a snap you won't get again this season.

Special deal on pure Spices, Nutmegs and Pickle Spices. No firm in Michigan handles finer spices than The James Stewart Co. We believe in the pure food law, we live up to its requirements strictly, we can point to a clean, clear record with the State authorities, and that is a good deal more than some of our competitors can say.

We offer 10 lbs. each, bulk ground pepper, mustard, allspice, cinnamon and cloves at 13c per lb. 5 lbs. Penang 105-110's nutmegs at 27 $\frac{1}{2}$ c per lb., and 10 lbs. pickle spices at 10c. per lb. Isn't this a cracker jack for \$8.88?

Fancy Jersey sweet potatoes, \$2.10 per barrel.

Our terms are strictly cash with order. In sending local checks add 15c for exchange. All offers are made for prompt acceptance.

THE JAMES STEWART CO., Limited.

SAGINAW, AUGUST 30th, 1899.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 30, 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.

MUNICIPAL POLITICS.

It would be difficult to find anything in American politics more abhorrent to every proper idea of American liberty than is the assumption of ownership of the American people by the professional politicians.

This sort of thing is particularly apparent in city politics, because the political cohorts are always more thoroughly organized for the work in which they are engaged. In every such case a big boss claims the political ownership of the city and all its public offices. A henchman, who is a sort of lieutenant to the big boss, loudly proclaims his proprietorship of each ward, while still other lesser strikers claim to be masters of the ward precincts. Thus it is that the city is parceled out to a horde of politicians, each, from the man at the top to the little fellows at the bottom, intent upon getting a share of the people's money, and working together from no other motive under heaven but to get their fingers on the public patrimony. What care such people for constitutions, laws, the public good or the people's interests? What reck such men of oaths of offices, of obligations, of duty, of any public consideration? To prey upon the public is their only aim and object. They are drawn together only by a common desire for plunder, neither respecting the others, none trusting another, only so far as a common object and mutual risks bring them together. So, organized like a band of robbers, they overpower or intimidate or swindle the alleged citizens, who should, under American free institutions, be looking after the public good, and thus the freebooters are able to seize upon the public offices and hold on to them until driven out by force.

Such is the condition of every city in the Union. Nobody is looking out for the public good, while hordes of adventurers organized for the business are looking out for their own advancement. This is usually the situation in Grand Rapids. Conditions are no worse here than elsewhere; but even then they are deplorable enough. The newspapers are filled with accounts of the squabbles of political heelers and rounders as to their power to carry elections and hold political control of wards, precincts and the like. They are followed by gangs

of hoodlums and adventurers, and their boasts of political power are disgusting in the extreme.

The only remedy for these evils is to nominate candidates for office in primary elections which are properly protected by law, and then, by means of a public civil service based on the merit system, deprive the political leaders of the power which the distribution of patronage secures for them. When it is no longer in the power of a political boss to command a following, he ceases to be a boss, and when there is nothing to be gained by tailing after any politician there will be no more heelers and strikers. Until then, a political canvass is either a period of turmoil, and mayhap of warfare, or it is a walkover for the bosses through the indifference of the alleged best citizens. This is a most unpromising picture of American municipal politics, but it is true.

AS PENAL COLONIES.

The suggestion has been made that, since it must be a long time before the United States will get any other benefits out of the Philippine Islands, some of the group might be utilized as a penal colony.

Australia, almost from the time of its discovery to the opening of the rich gold mines there, was a penal settlement for England. Siberia has been used as a convict colony by Russia, and those uses were continued until those countries attracted voluntary settlers in large numbers and changed the conditions which had made them places for the keeping of deported criminals. The sending of convicts to countries where they were separated from the scenes and companions of their crimes by vast distances of ocean and continental expanse, under conditions which required that they should work or starve, proved of vast benefit in reforming many evildoers, and in Australia many of them became wealthy and respectable citizens of the country.

The Chicago Inter Ocean, in this connection, remarks that the United States has just come into possession of thousands of islands. Their very number remains to be ascertained. They are all very small, as compared with either Siberia or Australia, and very many of them are so small that they can never be of appreciable importance to the country if left to ordinary uses, and some of them might very properly be used as penal colonies. In this way a very considerable emigration from this country for the country's good might be established. The forty-five States of the Union have in their penitentiaries many thousands of convicts. If all those who are serving long sentences were sent to a penal colony, it might be best for them and best for the country. The Inter Ocean thinks that the penal-reform problem in this country is bound, early in the next century, to enter upon a new stage of solution. It can not be solved by abstract theorizing. It will present itself in some practical form. When that time comes, and it can not be very far off, the reformatory records of the Australian and Siberian penal colonies will throw a flood of light upon the subject in its practical phases.

Fame has its disadvantages. It never lets a man's creditors get off his trail.

The cut-rate druggist does his best to bring sickness within reach of all.

Some doctors take life easy—others take whatever they can.

A QUESTION OF CLIMATE.

There is much disputing, among those persons who teach that the entire human race, with its wonderful varieties, came from one pair of parents, as to what has caused the varieties of color and the other race peculiarities in the human species.

It is commonly held that all men were once of the same color, but that by removal to different climates from that which prevailed at the starting point men have been bleached white, or roasted red, brown or black, as the case may be. An endless discussion is possible as to whether the first pair were white, yellow, red, black or brown, and whether their descendants started on their migrations from the equatorial or the temperate region.

Nothing, however, is to be proved from the color tests, as the dark-colored Esquimaux and other such tribes which inhabit the frozen regions of America and Asia show. If the Arctic regions are a human bleachery, why are not those extreme northern peoples white; and if the tropical regions are the roasting shops of the race, how are the white races in the hot countries of Asia and Africa to be accounted for? From the earliest times there have been vast migrations of hordes and tribes of people from zone to zone, and from hemisphere to hemisphere, until there are peoples of various colors in all parts of the globe, and nobody knows with certainty whence any of them came.

It has been claimed by superficial observers that the black races belong to the equatorial regions; that the brown and red are common to the sub-tropical, and that the yellow should belong to the southern belts of the temperate zones, and the whites to the northern parts of the temperate regions. The blacks were found in various parts of Africa, from the Nubians in Egypt to the Kaffirs and Hottentots of the Cape of Good Hope—in every zone and climate, except the polar. They also occupied the whole of Australia and many islands of the Pacific Ocean, including some of the Philippine group and Hawaii. They are by no means confined to the equatorial regions, where are also found many of the brown peoples, who also inhabit many islands of the Pacific and embrace the great Malay population of South-eastern Asia. The red people have been found almost exclusively in the Western Hemisphere, from one pole to the other. As for the yellow people, they were first found exclusively in China and Tartary, from the tropics to the Arctic regions. The whites were found from the earliest periods of recorded time in Egypt, India, Arabia and Europe. They were as widely distributed climatically as any of the other peoples of color.

No information as to the primary hue of the human race or as to its original habitat is to be learned from the present distribution of the human family, as it is called; but it is difficult to believe that all these varieties are descended from a single couple, if the rule that every seed and creature brings forth after its kind is to be accepted as the divine law of descent, subsequently repeated in the warning that "men do not gather grapes from thorns, nor figs from thistles," but that every species has its separate and distinct beginning.

The only practical question to come out of the entire controversy over the dispersion of the human race on the earth is the relation of climate to health. However successfully the Arabians, the Hindoos and the Moors have been able

to maintain themselves for thousands of years in tropical regions, it is certain that the climates of such countries are terribly fatal to the whites from the temperate zones of Europe and America.

The London Lancet, discussing the conquest of the East and West Spanish Indies by the United States, remarks that the four principal factors in the production of climate, according to Buchan, are distance from the equator, height above the sea, distance from the sea and prevailing winds. The equatorial region has the most equable climate; tropical regions have much greater variations of temperature than those near the equator, and have a hot and cold or dry and rainy season. The isothermal lines of mean temperature do not supply a graduated measure of the effects of temperature on animal life. So far as climate is concerned, no single meteorological influence appears, however, to equal the effect of temperature upon health, and its range is of more importance than its mean.

The European under a tropical climate suffers from anaemia, diseases of the digestive system, especially of the liver, from malaria, dysentery, typhoid fever and yellow fever. It is not at all easy to say, however, how much of the excess of mortality of Europeans in tropical and sub-tropical countries is simply attributable to climatic heat per se, and is, consequently, inevitable and not the effect of malaria, or how much of it is the direct consequence of habits of life and of the neglect of sanitary laws and of personal hygiene. It is certain that the Englishman has suffered severely from persisting in the use in tropical countries of his diet of roast meat and malt liquors.

Nature seems to dictate that people should subsist on the products of the country in which they live. The natives of the hot countries live chiefly on bread and fruits. The North American, like the Englishman, is a meat eater, and in this regard it will be wise to learn lessons from the people of the tropical islands which the Great Republic has recently acquired and occupies. Mr. Chamberlain, the British Minister for the Colonies, said, a few days ago, that "the man who shall successfully grapple with this foe to humanity and shall find a cure for malarial fever and shall make the tropics livable for the white man will do more for the world and more for the British Empire than the man who adds a new province to the wide dominions of the Queen."

Modern medical research seems to have declared that the disease commonly attributed to malaria, bad air, is really due to bad water—water charged with the microphytes or germs of disease. If this be so, then a vast deal is to be accomplished in the way of sanitation by the use, for drinking, of pure water. Here is something practical that can be easily determined. Probably the quality of the water consumed has a vast deal to do with climate in its effects on human health.

The 1899 crop of hops in Washington State is reported to be of a better quality than has been the rule in the last few years, and the growers are preparing to harvest as great a yield as they did in 1898. Accurate estimates are lacking of the yield, but it will probably be from 30,000 to 40,000 bales.

When a man pays a doctor's bill, he often wonders if life is worth living.

True Tales Told by a Trio of Travelers.
Written for the TRADESMAN.

We were seated in the smoking compartment of an eastbound train. Our party consisted of two New York drummers, on their way back from the Pacific coast, and three buyers for Western retail dry goods stores, myself one of the latter. The conversation naturally turned to stores and trade. One of the drummers finally said that he thought the last job on earth was to stand behind a dry goods counter and wait upon "old hens"—and young ones, too, for that matter—who didn't know what they wanted and who wouldn't buy it if they did. Of course, there was a chorus of objections to this statement from the dress goods buyers; but the drummer waived us into silence by saying, "Listen and I'll give you a sample of what life is like to the man behind the counter. I know whereof I speak, for I spent ten of the best years of my life as a clerk in a big dry goods store:

"My first duty, upon entering the store at 8 o'clock in the morning, was to turn in my time, by bawling 'Number 42' at the desk where the time-clerk sat. Think of it, a civilized man known as 'Number 42!' Every time I sang out that number I felt like a lowdown dago laborer; but it made no difference how I felt, the turning in of that number meant bread and butter to me. Well, then I would go to the coat room, where I received a check—'Number 42' again—for my hat and overcoat. I knew that these articles were safe and that I could get them upon presenting my check. I also knew that, had I been disposed to swipe, as they call it nowadays, a dress pattern, or some such small matter, there was no chance to get away with it, as all overcoats, wraps, hats and lunch baskets must be checked. I now go to the counter where I earn my salary. Here I begin to remove the dust cover from the shelves. It is a long affair and by no means easily folded because of its width. I have it half down when a sharp voice at my back demands, 'Wait on me right away—I'm in a hurry.' I leave my cover half down, and, with a smile that would turn anything except that withered old spinster to stone, proceed to show her silks. With the greatest of deliberation she seats herself, then places her glasses, just so, on her thin old beak and she is ready to look at all the silks in the store. The floorwalker passes my counter several times, looks at me and then at the half-on-half-off shelf cover and finally comes around and snatches the balance of it down, throwing it in a disorderly heap in the middle of the counter. The old girl spends three-quarters of an hour looking over my goods and then, without so much as a Thank you or a Please, says, 'I'll take samples of those and think it over.' Of course, I cut the samples, inwardly wishing that it was the old maid's throat instead. She is about to leave when in pops a friend of hers. They kiss each other like a pair of school-girls, seat themselves on stools at my counter and proceed to discuss their neighbors and the recently-acquired samples.

"The floorwalker again comes my way and, in a cold hard tone, tells me that the covers are supposed to be removed at 8 o'clock. I patiently fold up the offending thing and put it in its place under the counter, and then straighten up and put away the goods which I have been showing the old crosspatch. The old sample fiend seems

to have forgotten that she was in a hurry, for she and her friend still talk on.

"My next customer happens to be a lady. She treats me as if I was human. She endeavors to give me an idea of the style of silk she wishes. She looks at the goods I place upon the counter, without pulling them out of the folds or wadding them into knots, and in fifteen minutes I've sold her \$25 worth of silk. When she leaves my counter she thanks me in a pleasant manner for my attention and courtesy. It's a little ray of sunshine that happens but seldom in a day's trade.

"I next encounter an aristocratic old dame and her equally aristocratic daughter, who are out shopping, not buying. They are courteous enough, but they take my time for almost an hour and buy nothing. They assure me, upon leaving, that 'my goods are beautiful and they will keep them in mind when they decide to buy.' I am obliged to look pleasant (while I feel D—m!) and to assure them that it is a delight to show goods. The floorwalker, who has been watching me, now comes up and asks me 'why I didn't sell those people something?' I tell him exactly what they told me, but he doesn't believe me and goes about his business with a frown that probably means walking papers for me.

"So the day passes, and the month, and the year, until nine out of every ten men behind the counter grow sour and nervous and are ready to swear that every floorwalker is a fool and every woman a 'hen.' I say again, boys, that clerking in a dry goods store is the last job on earth."

"Of course there is truth in what you tell us," said one of the dress goods buyers; "there is bitter with every sweet in the things of this life—your story shows that. No matter what a man undertakes it has its disadvantages. For myself, I think there are thousands of fellows worse off than the dry goods clerks. Take the from-house-to-house agents, for instance; see what a dog's life they lead. They encounter the 'hens,' as you call them, upon their own domain, where they are apt to do more effectual scratching than when they come to your counter. Let me tell you an experience which I had a number of years ago:

"I had clerked in a general store from the time I was 16 until I was 21. I had a good place. My employer was kind to me and I had no fault to find except that it was a slow way to get rich. My salary was \$40 a month by the time I reached my majority. I had long wished I could earn more money. One day I received a circular from a manufacturing concern in Boston. The circular set forth in glowing terms the great utility of a new invention known as the 'Pinless clothesline,' which they were making. They wanted an agent in our county, to whom they would give the exclusive right to sell the clothesline in that county. The line would cost the agent one cent a foot, freight prepaid, and he could take more orders at two and three cents a foot than he could book. At the bottom of the circular was a statement in red ink to the effect that the line was positively non-susceptible to frost and that wet clothes could be put upon it in the wintertime as well as in the summer.

"I was young. It looked like a good thing to me. The house-to-house canvassing had no terrors for me at that time, for I took orders for the store three days each week and so knew

Advertising that pays

We are making—for the last time—our offer to write a series of four advertisements for any local retailer for \$2.50. To get this price, the order must reach us on or before Aug. 31st.

We want a few more new customers, and we're willing to cut off all our profit in order to get them.

Mr. W. S. Hamburger, of "Getting the People" fame, is an active member of our agency.

Robt. N. Shaw Advertising Agency Grand Rapids Mich.

About Spices

Of course we know that the Spices we manufacture are the best on the market; and judging from the number of orders we receive daily, there are thousands of merchants who know what we say is true. If you will send your jobber an order for NORTHROP SPICES then you will know what we say is true.

NORTHROP, ROBERTSON & CARRIER, Lansing, Mich.

ON THE RACGED 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.

something of what an agent has to undergo. Without consulting anyone I sent at once and secured the territory and a sample clothesline fifteen feet in length. Upon going out to take orders for the store I took my clothesline along and at every opportunity showed it and talked its merits. I put particular stress upon its non-freezible quality, and when I returned to the store I had taken ten orders of 100 feet each. I sold it at two cents a foot, so that I could see \$10 clear profit for my half-day's work. Here was a moneymaker sure enough! The next time I went out I was even more successful, and I determined to give up my place in the store and devote my entire time to taking orders for the non-freezible clothesline."

"What sort of a thing was it, anyhow?" enquired one of the drummers.

"Why," said the dress goods buyer, "it was a double wire arrangement made in links one foot in length with a loop at each end of the link. You put a corner of whatever you wanted to hang out through the loop and then drew it into the link to where the wires came close together. It beat the old pin-line all holler.

"It was the middle of summer when I left the store and launched out to sell the 'Pinless.' I had a thickly-populated territory to work, and I worked it to the queen's taste. The thing took like hot cakes and for the balance of that summer I averaged \$15 a day above my expenses. I went from town to town and before cold weather came I had 'Pinless clotheslines' strung all over the county.

"It so happened that I was in a mining town when the first freezing weather came. I had sold a line to nearly every woman in the town, and had spent Friday and Saturday delivering them. I intended to leave for the next town on Sunday, but missed my train and was obliged to wait over until the next day. It was cold as Greenland Monday morning and I decided to wait over another day.

"There was a jolly lot of fellows stopping at the hotel and we spent the day pleasantly enough. Late in the afternoon several of us were in the reading room smoking and telling stories, when one of the boys, who stood looking out of the window, exclaimed, 'For Heaven's sake, fellows, what's this coming down the street!'

"It was a crowd of about thirty women from the miners' row, each armed with a broom and a 'Pinless clothesline,' and they were after me. The clothes had frozen into those non-freezible lines and they had been obliged to take lines, clothes and all indoors and thaw them out before the blamed things would let go. Needless to say, I was not in sight when that delegation reached the hotel. The boys, backed by the landlord, swore that I had left town the day before and the angry females took their departure swearing vengeance upon my head.

"The fellows at the hotel had an everlasting joke on me and gave me no peace until I left that night at 9 o'clock. They escorted me to the train 'to keep those women from sweeping me out of town,' as they said.

"Once on the train, the question with me was, Where shall I go? I had sold those confounded lines all over the county and, worst of all, I had fairly flooded my own town with them; no doubt they were cussing me there as well. I couldn't face it and I made up my mind then and there to go West. I went. That's ten years ago and I

haven't been in that county since. I tell you, boys, if you looked at it as I do through the remembrance of other and more soul-trying experiences, I think you'd agree with me, rather than with our friend here, that there is many a worse job than selling dry goods."

"I don't see," exclaimed the drummer who had told the first story, "why you should call that a bad job. To be sure, you were wise not to let that 'ben' mob get hold of you; but a fellow ought to be able to stand a little inconvenience when he is making \$15 a day. The average man behind the counter doesn't make that much a week. You didn't have to skip the country—you could have gone to a new town and taken all the orders you could get, being careful to leave out the 'non-freezible' clause, before you delivered a line. Then you could have delivered them about the middle of the week and got out of town before washday came 'round."

"Certainly," replied the teller of the story, "I could have done that easily enough; but, when I found out that the 'Pinless clothesline' was not as it was represented, I wouldn't have sold another foot of it for a hundred dollars!"

"The more fool you!" retorted the drummer. "You might have had an independent fortune if you had stuck to it."

"Come, come, Tom," said the other drummer, "don't try to corrupt the morals of a 'Pinless clothesline' man. Thirty women armed with brooms and 'Pinlesses' would frighten any man into honesty.—It's your turn next, Mac," he continued. "Give us a story that will take our minds off of the barter-and-buy idea."

"Let me see," I began; "I'll tell you a story that I heard an old cow-puncher tell on one of my trips to a Colorado cow-camp:

"There were five or six bronzed, weather-beaten cow-punchers and myself seated around a blazing camp-fire on a certain chilly September evening a year or two ago. All eyes were intent upon the fire and every man was smoking in silence. The cowboys had each rolled a half dozen cigarettes, the puncher's favorite method of using the weed, for reference while the fire lasted. I had filled my faithful briar with my favorite tobacco and as I smoked I watched the firelight play upon the grave, exposure hardened faces of my companions. Suddenly an old grizzled puncher who had trailed cattle in the early days from Texas to Chicago broke the silence by asking, 'Did I ever tell you fellows about the strange disappearance of Tim Carter?' Upon receiving a negative reply the puncher began his story:

"Tim Carter wuz a deuce of a fine feller, an' the handiest man with the trigger 't'ever I knew. He could drive a tack at a hundred yards with a drop shot an' his boss a gallopin'. Him an' me'd ben partners fer quite a spell, a runnin' a bunch o' cattle in the San Luis Valley. 'Twas in the early days an' Colorado warn't no peace-haven then, I ken tell you. Injun killin' wuz part uv the trade in them days. 'Twas killin' Injuns that made Tim such a fine shot. We had 'bout five thousand head o' cattle an' we jest let 'em run loose in the valley, simply ridin' 'round the edges an' turnin' them back when they got too far up into the mountains. We had ten good punchers workin' fer us an' they wuz kep' ridin' pretty reg'lar a lookin' out fer Injuns.

"Well, we'd ben in the San Luis

country fer over a year an' one mornin' Tim, a ridin' his favorite broncho, bit the trail fer the mountains. A rumor had reached us that Injuns had ben seen prowlin' 'round an' Tim thought we'd oughter know fer sure. We didn't look fer him back nohow fer 'bout three days an' no one thought o' bein' oneasy, fer we knowed that Tim an' his gun wuz a match fer a whole tribe o' Redskins. The three days wuz up an' we looked fer Tim to strike camp 'bout sundown; but he didn't show up. When he didn't come the next day, I sort o' got oneasy an' sent all o' the riders ther' wuz in camp out tre look fer him. Some o' the riders wuz out a day er two; but they all come back without findin' any trace o' Tim. I went out myself an' spent a week ridin' among the mountains without findin' hide or hair of him. We gave it up then an' made up our min's that the Injuns had captured him, although ther' wuzn't a sign of an Injun to be found anywhere.

"I kept the business a goin' an' made a heap o' money durin' the nex' two years an' then the small ranchers begun a fencin' in the valley an' I decided ter git out. We started roundin' up my cattle an' durin' the first day's ridin', 'bout two miles frum camp, I come across a bunch o' cattle down in a sort of an old washout. It wuz 'bout thirty foot deep an' fer the most part the banks went straight down; but ther' wuz places where the rain had washed gullies out o' the sides an' I urged my hoss down one o' these. He pretty nigh stood on his nose a doin' it. Well, when I got to the bottom I turned my hoss towards the top o' the washout, where I'd see the cattle, when all of a sudden he gev'a snort an' a jump sideways that come near throwin' me out o' the saddle. What d'you suppose 'twas made my hoss jump?' and the old puncher looked around upon the group for a moment, then answered his own question. "'Twasn't nothin' but the skeleton of a hoss an' a man. The skeleton of the hoss, with the saddle still on its back, lay 'cross one o' the man's legs, an' the reason of Tim Carter's strange disappearance wuz then explained. He had been on his way to camp in the dark an' him an' his hoss had fallen into the washout. Tim wuz a fearless rider who believed in stayin' in the saddle no matter what happened. The hoss most likely broke its neck when it fell; certain sure it broke Tim's leg as it rolled on to it an' made him a prisoner. Tim's revolver wuz layin' beside him an' one o' the chambers wuz empty an' ther' wuz a bullet-hole in the front of his skull. I reckon he suffered the pains o' hell before he done it; but it wuz better than death frum starvation."

"Poor devil," said one of the punchers, as he threw some fresh pine knots upon the fire, "and to think that he wuz only two miles frum camp."

"That was surely quite a tragic occurrence," said one of the Western buyers. "It is surprising how fearlessly the trained cow-puncher goes through life. Give him a gun and a horse and he'll face the devil without flinching."

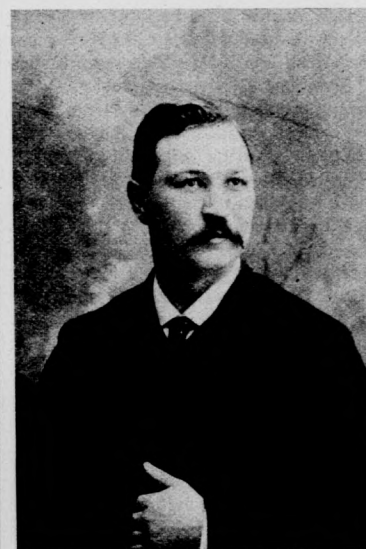
"Yes," I replied, "they ride hard, drink hard, live hard and die hard; but they're the best-hearted lot of fellows you ever got among if you treat them right."

"Next stop Buffalo," sang out the brakeman, as he put his head inside the door of the smoking compartment. "All change." MACALLAN.

SUCCESSFUL SALESMEN.

P. M. VanDrezer, Representing Olney & Judson Grocer Co.

Prentice M. VanDrezer was born in Easton township, Ionia county, July 18, 1856, his mother having belonged to the Dexter family, who were the oldest settlers in Ionia county. He lived on a farm until 12 years of age, when the family removed to Grand Haven, and Prentice attended school until 16 years of age, when he secured a position as clerk in the City Hotel, which was run by his uncle, where he remained until he was 21. He then learned the business of scaling logs and inspecting lumber, which he followed until Nov. 1, 1882, when he went to Saranac and started a retail lumber yard, which he continued for two years. He then formed a copartnership with E. P. Gifford and engaged in general trade under the style of Gifford & VanDrezer. The firm retired from business two and one-half years later, when Mr. Van-



Drezer engaged in the grocery business on his own account, which he continued until two years ago, when he sold his stock to R. E. Arthur. July 1, 1894, Mr. VanDrezer engaged to travel for the Olney & Judson Grocer Co., covering Central and Southern Michigan and Northern Indiana, seeing his trade every two weeks. Although he has entered upon his sixth year with this house he has never missed a trip; nor has he experienced a day's illness in twenty-three years.

Mr. VanDrezer was married Oct. 26, 1872, to Miss Mary A. Barlow, of Grand Haven. They reside in Saranac in their own home. They attend the Congregational church. Mr. VanDrezer is a member of the Michigan Commercial Travelers' Association, the I. O. O. F. and two lodges of the Masonic fraternity, including Royal Arch Chapter No. 73. He attributes his success to hard work and a good house, acting on the theory that any salesman can sell a man what he wants, but the successful salesman is the man who can sell a merchant something he has never thought of and thinks he can get along without. He never finds time to talk about his competitors on the road or competing houses in his line, inasmuch as it takes all of his time to keep track of his own house and its goods, to the end that he may advise his customers correctly as to what and when they should purchase.

The most striking characteristic of a railroad is its employees.

PURVEYORS BY APPOINTMENT



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

MUSTARD MANUFACTURERS
by Special Warrant



To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



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

COLMAN'S



MUSTARD

In the High Court of Justice.

J. & J. COLMAN, LIMITED

AND

GORMAN, ECKERT & CO.

Plaintiffs.

Defendants.

TO THE PUBLIC.

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

CAUTION.

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

Fruits and Produce.

Observations By a Gotham Egg Man.

The only new feature having any important bearing upon the general situation of the egg market has been the recent advance in prices for fresh meats. This is naturally favorable to holders of refrigerator eggs, and has undoubtedly added something to the merits of the position. So far the retail prices of beef and lamb have been advanced mostly on the choice cuts and have consequently affected a class of consumers who are not likely to be diverted to eggs to any great extent as a matter of economy. But the tendency of all meat products, including hams and bacon, has been more or less upward and on many kinds which find their greatest consumption among the masses of city population the cost is now such as to make eggs seem cheap in comparison at present values. However, it must be remembered that egg prices have not yet risen to a point high enough to afford a profit on the great bulk of the better qualities of spring stock. A few goods may come on the market at about 16c case count, but the selling price of refrigerator eggs will have to advance to 17c before any considerable quantity of the earlier packings can be profitably moved; and this means rather a high retail cost at which to expect any phenomenal consumptive demands.

S. B. Davis, representing Swift & Co., of Chicago, was a recent visitor to New York. Mr. Davis was looking up the situation of the butter and egg trade in the East and had about come to the conclusion that the outlook for both was quite encouraging. Mr. Davis estimates the Chicago egg holdings at about 600,000 cases and expects they will all be wanted at satisfactory figures.

The consumptive demand for eggs in New York and vicinity seems to have made some improvement during the past ten days. Our receipts have lately been absorbed quite promptly in regular channels of trade and receivers have also been able to work out some of the hot weather eggs which were put in the refrigerators for lack of an outlet during the recent unfavorable conditions.

It is perhaps doubtful whether it pays shippers to caudle their stock so closely as to make "extras" at all seasons; probably it depends on circumstances—the general quality of their receipts, the character of the outlet for second and third grades. But one thing is very evident—that the quality is greatly in demand in this market. A number of shippers up in Iowa and Minnesota have been shipping candled eggs to this market all summer and there has been a good chance of observing how they were received by our local buyers. Some of these goods have not been candled quite as closely as they should have been and have had to be shaded slightly, but all those marks which have come up very closely to the extra grade, meeting the requirements fully as to freedom from heat and loss, have been the quickest sale of any goods arriving. All through the unfavorable conditions which prevailed in July and early August, when the average value of the ungraded Western eggs arriving was hardly above 11@12c on 2 case count basis, and when sales were so slow as often to result in further deterioration before buyers could be found, these fancy candled eggs sold promptly on arrival at the highest market price case count and much of the time there were

more buyers than there was stock. If this method of packing is pursued, and even still further improved, so that fastidious dealers here can use the goods for much of their trade without recandling, there is every prospect that the goods will ultimately be fully appreciated and command a price which will make the method of packing profitable.—N. Y. Produce Review.

Coercing a Reluctant Hen.

In Missouri lives a boy who likes pets. He began with a pair of pigeons that he got in a trade for a dog that he traded a knife for. His parents allowed him to keep the pigeons until they multiplied so that there were pigeons all over the place. Then he sold the pigeons and bought a goat that ate the clothes off the line every Monday. He was compelled to dispose of it, and traded it for a pair of game chickens. In a week there wasn't a rooster left in the neighborhood; the game rooster had killed them all. His father took the game chickens for a ride one night and lost them three miles out in the country. Three days later he brought them home, but he never told any one how he got them. And so he fought for his pets one by one; his dog was lost, his lamb stolen, his rabbits ran away. He has come down to one old hen.

Recently he bought a settin' of eggs. He had made up his mind that his hen was lonely and needed company, and what so companionable as a batch of little chicks to scratch for? The hen, however, had different views, and didn't want to sit on the eggs. But he was not a boy to be stumped by a hen—he had borne too many losses already.

He put the eggs in a box in which he had made a nest of hay. Then he planted the indignant hen on them, put a board in which he had bored a lot of air holes over her and left her to come to terms. That night his big brother kicked off the box and set the hen free. The next morning the boy put her back and put some bricks on the board, for he thought she had raised the board and released herself. The brother kicked both bricks and board off that night. The boy replaced hen and board again and again they were kicked off. Then he got a board and made a hole in it for the hen to poke her head through and nailed the board to the box. Once a day he takes the board off and chases the hen around the yard for exercise, and twice a day he carries food and water to her.

What's the use of trying to discourage a boy like that?

Excursion to Philadelphia, via Grand Trunk Railway.

Tickets will be on sale Sept. 1 to 4, inclusive, good to return Sept. 12, with privilege of extension until Sept. 30, on payment of 50 cents. Very low rates and the choice of several routes are offered. Stop-overs will be granted at Niagara Falls and several other points. On Sunday, Sept. 3, a special train will be run, leaving Grand Rapids at 2 p. m., running through to Philadelphia without change, arriving there at 2:30 p. m. Monday. Sleeping cars will be attached to this train. Full information may be had by applying at Grand Trunk City Ticket Office, Morton House, or at Depot.

C. A. JUSTIN, C. P. & T. A.

Why He Objected.

"What's the matter?" asked the congressman of his constituent. "I got you a government job, didn't I?"

"Yes."

"And the salary is satisfactory, isn't it?"

"Oh, yes, the salary's all right; but, hang it all, they expect me to earn it!"

Willie's Last Question.

"Pa," said Willie, "may I ask you just one more question before I go to bed?"

"Yes, my boy. What is it?"

"If I'd been your brother, would I have been my own uncle?"



WE WILL

put our money against your FRUITS.

— SHIP —

STRANGE & NOKES

WHOLESALE FRUITS.

CLEVELAND, OHIO.

Are you looking for a good market to place your

Apples, Peaches, Pears and Plums

If so ship to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street and 435-437-439 Winder Street.

We have every facility for handling your fruits to best advantage. Cold Storage and Freezing Rooms in connection. Seventy-five carload capacity. 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

POTATOES APPLES CABBAGE ONIONS

CABBAGE NOW WANTED, QUOTE US.

MILLER & TEASDALE CO.

WHOLESALE BROKERS

ST. LOUIS, MISSOURI.



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

Butter and Eggs==Do you have any to Ship?

For the past five years we have shipped Butter to the resort towns of Northern Michigan, and Eggs to the New England States. In addition to those markets we have a growing local demand for extra goods at extra prices. We want to arrange with a few more customers for regular shipments of fine, fresh stock at a stated price on track. It will cost you only a cent to tell us what you are shipping, and get prices and references.

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

Cranberry Crop No Better Than Usual

The bulk of the cranberry crop is produced in two States, Massachusetts and New Jersey. Wisconsin produced considerable quantities some years ago, but forest fires totally destroyed or seriously injured the bogs, greatly curtailing production and causing heavy loss to growers. Oregon is now coming forward as a producer of cranberries, and the crop this year is said to promise fair abundance.

Connecticut, New York, Michigan and a few other states produce small quantities, the output decreasing in the order named. Good quality berries are produced in Canada, but conditions are unfavorable, and the quantity marketed is small.

Fully nine-tenths of the cranberries are produced in Eastern Massachusetts and New Jersey. A larger proportion of this supply comes from Cape Cod. Which berries are better is an undetermined question. Each section has its champions, and sometimes one, sometimes the other, commands a higher price in the market.

Practically all the output is consumed at home. A few years ago an attempt was made, chiefly by Jersey producers, to secure a market abroad, but it was practically unsuccessful, and while foreign consumption was increased somewhat, it was insufficient to exert an influence on the domestic market. The total export from this country will not exceed 3,000 barrels, but wherever properly introduced abroad the fruit has created a favorable impression, and it is hoped that foreign consumption will increase until it becomes an important outlet for the surplus crop.

Most of the Massachusetts crop is grown in Plymouth and Barnstable counties, although there are extensive bogs in Middlesex, Norfolk and Bristol counties. New Jersey bogs are located in Burlington, Atlantic, Ocean, Monmouth and Camden counties. Other counties produce some berries, but these are the principal producers. Rhode Island and Connecticut produce a few, and there are small bogs on Long Island, which are reported to be promising a larger yield than usual this season.

Wisconsin berries are produced principally in Greenlake and Wood counties and the region extending eastward to Green Bay and Lake Michigan. The yield in Oregon is said to promise much better this season, and growers are reported to be making preparations for enlarged bogs in the future. The Oregon yield will hardly be seen east of Chicago. Wisconsin will have the great

cities of the Middle West to absorb her supplies for a good while to come.

The average yield, taking one year with another, is about 600,000 bushels. The increase is comparatively small each year, but there is still an increase, and some experts say that a crop of 1,000,000 bushels will not be excessive within a few years. The yield of 1897 was 425,000 bushels, the smallest in a number of years. In 1896 560,000 bushels were produced, and 1895 showed an output of 640,000 bushels. Last year the yield was short by 600,000 bushels. The following table shows the yield by years for the past ten seasons:

Year	Bushels
1898	500,000
1897	415,000
1896	560,000
1895	640,000
1894	410,000
1893	1,000,000
1892	600,000
1891	750,000
1890	800,000
1889	620,000

The size of the package is a subject of legal enactment in most states where any considerable quantity is produced. In Massachusetts, New Jersey and Wisconsin the crate must hold one bushel, or 32 quarts, dry measure. The barrel, in New Jersey, must be three times the crate, or 96 quarts. The Massachusetts law is more liberal, allowing 100 quarts to the barrel. Efforts have been made by growers to have the size reduced to 96 quarts, to compare with New Jersey.

As a sauce fruit for late fall and winter consumption, most Americans prize the cranberry beyond everything else. Its use is more widely distributed each year, and generally prices rule reasonably steady. Quotations vary with the season, but from \$6@8 per barrel is a fair average. Last season they opened high, and remained so for some time, but later quotations declined because of a glut in the market.

According to present indications, this year's crop will be about the average. Cape Cod reports prospects of a large yield than last year, while New Jersey growers say their yield will be less. There will be more in Oregon and more in Wisconsin, but the average is expected to be about the same.—New York Commercial.

When Greek Meets Greek.

"See here," said the grocer, bristling with righteous indignation, as the milkman made his morning call, "I'd like to make you explain how the chalk and white clay that I found in the bottom of my coffee-cup this morning got there."

"Evidently," replied the milkman, as a peculiar smile chased itself across his countenance, "you have been sweetening your coffee with the same kind of sugar you sold my wife yesterday."

RED STAR BRAND CIDER VINEGAR

is not excelled by any vinegar on the market. A trial will convince. A **GUARANTEE BOND** goes to every purchaser, warranting its purity and protecting him in its sale. Let us quote you prices.

THE LEROUX CIDER AND VINEGAR CO., Toledo, Ohio.

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.

BOUR'S
COFFEES
MAKE BUSINESS

Bour's Blended Coffees

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

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

Shoes and Leather

News and Gossip of Interest to the Trade.

Although concerted action by the convention of shoe manufacturers was found to be impossible, there is but little doubt that the advance in the price of shoes will become general all over the country. Jobbers as well as manufacturers realize that no other course can be adopted and accordingly all are entering into the spirit of the thing with a unanimity which is not only surprising but disappointing to those who prophesied that while each would promise to make the advance they would covertly sell at old prices in order to get the trade of their competitors. The meeting of the manufacturers in Philadelphia, if it accomplished nothing else, has served to blaze the way, and the only way, for manufacturers to continue in business at a profit, and it is not likely after the able arguments that were adduced that any connected with the trade would be so false to themselves and their brethren as to have recourse to such a despicable practice. Therefore it may be said that the advance in the price of shoes is fully assured and nothing remains for the retailer but to prepare for it.

While it is conceded that low cut shoes look particularly neat and dressy when on the feet, it is not at all likely that the fashion of wearing them will again come into vogue to any great extent. This is attributable in a great degree to the fact that the constant wearing of this class of shoe causes the ankles to grow large and makes the wearing of an ordinary shoe very difficult by reason of the pain and discomfort occasioned by the enlargement of the ankles.

Resorting to cutting prices may bring trade to a dealer for a short while, but it will be very short, for it stands to reason that others will follow suit and bankruptcy will be the result to many. When it is taken into consideration that legitimate competition entails the cutting down of the profits to a margin sufficient only to sustain the business and allow a reasonable return for the capital invested in and time devoted to it, any curtailing of those profits must end disastrously. But that, bad as it is, is not the worst. The one who first starts cutting prices soon finds that he has gained nothing but the contempt and enmity of his competitors, that it fails to bring him a steady customer, and that if bankruptcy has not already overtaken him the best thing he can do is to pack up and seek another location.

It is a good time when business is rather slow to burnish and polish up plated wares, brass goods, etc., which have grown tarnished from damp air, dirt and neglect. These goods present a very bad appearance when tarnished. Do you have a water cooler near the door with plenty of ice water in it? If you do not, it would be well to put one up as soon as possible. Customers will be highly appreciative of the convenience. Also have plenty of palm-leaf fans handy; they will be needed. When dressing windows this time of the year it would be well to use draperies which are cool in color; that is to say blue or green. Red or yellow gives the impression of warmth and should be reserved for winter use. Everything should be done to give an appearance of coolness

at least. Ice coolers, filters and everything intended more particularly for summer use should be prominently displayed. If it is possible odd lots of goods should be closed out cheap instead of keeping them until next season, for by keeping them just so much money and store room are tied up.

One of the most noticeable features of the special sales by retail shoe dealers which took place within the past month and are still progressing is the total absence of the band-wagon methods which in recent years have served to bring retailing into so much bad odor. The special sales were genuine, conducted on fair principles, and should result in largely increasing trade. The time for them, however, is now nearly at an end and they should be discontinued. A reason existed for them in the desire to clear out the summer stock, but any reasons which the retailer might address after September 1 would necessarily have to be far-fetched, and instead of drawing custom would only serve to draw a smile, that is to say, if they did not result in conveying the impression that the retailer was a Cheap John and was best avoided. Special sales are good things occasionally, but it is possible to get even too much of the best.

Everything can be overdone, even courtesy and the desire to please. By too great anxiety to make a sale, clerks sometimes show their solicitude by too much attention, scarcely allowing a customer time to think. The surpassing qualities of one kind of shoe after another are dilated upon, until the customer in desperation makes a purchase and hurries from the store, only to find that the purchase was unsuitable. The customer then begins to feel a thorough contempt for himself or herself and it is needless to say that the estimation in which the too attentive clerk is held is very low indeed. The purchaser feels as if an imposition had been practiced, although the intentions of the clerk were most honest, and that store is avoided for the future as if a plague rested on it. It were better by far to lose a sale than to affect one by such methods, for if by chance it were not possible to suit a customer at one visit, he or she might probably come back again when another pair of shoes were needed, but with a dissatisfied customer, never.—Shoe and Leather Gazette.

Suggestions For Show Cards.

A cake walk is not half so exciting as these bargain offers.

The profit knocked off and some of the original cost went with it.

There is no use trying to find prices that are under these.

Undersellers because underbuyers. Understand?

"There will be a hot time in the old town" while these warm bargains last.

A new coon in town, and he is as black as our fast black enameled shoes.

Go a little deeper in your pocket, for a little coin now buys a big bundle.

Clearance sale with us means big cuts. Here is a proof in these prices.

Come inside, but look out or you will get lost in the maze of our bargain counters.

Shoddy stuff is never cheap. Notice these prices on goods that will stand the light of an X-ray.

"Kan't-beat-'em" goods in "kan't-kount-'em" numbers at "kan't-ketch-'em" prices.

Just stop a minute and read these prices. It will save you hunting any further for money-savers.

GET THE BEST



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

HIRTH, KRAUSE & CO., Grand Rapids



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

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.

Good Shoes

SNEDICOR & HATHAWAY shoes have a good reputation—but not a whit better than they deserve. If they

weren't good, we wouldn't keep right on selling them, season after season, to the same old people. But we do—and a trial order will show you very clearly why we do

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

REMOVED

AT HOME, 10-22 N. IONIA ST.

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

RINDGE, KALMBACH,
LOGIE & CO.,

GRAND RAPIDS.



Judge a Man by His Shoes.

"Doesn't it strike you as odd, when you are told to judge a man's character by the way he parts his hair, creases his trousers, ties his necktie, or wrinkles his eyebrows, that some bright genius has not formulated a set of rules for fathoming the inner recesses of a man's mind by the kind of shoes he wears, and the way he wears them?"

The man who asked me was one who prides himself upon being an observer of small things, and whose principal characteristic, judged by his own code, should be a habit of great attention to little details, for no matter what the condition of his footwear or its age, the laces are always new and always of the proper length.

"I am not speaking of people who are required by their occupation to wear shoes of a certain kind or grade," he continued, "but of the man who is unrestricted in his selection. You take a man who always is the first to adopt an extreme shape, what you might term a freak shoe in fact, and nine times out of ten you will find he is a man who in a company will always monopolize the conversation, and lead it to subjects of no importance whatever.

"Then there is the man who always insists upon the square toe, no matter how designs change or have changed; when you know him you will discover that he is conservative in all of his views, very practical, and a man of force of character, as well as one whose opinion is deserving of consideration, and usually receives it.

"And the way a man wears his shoes out is a matter that will give you a good many points. I don't doubt that Sherlock Holmes could have deduced a man's life history from a pair of his cast-off footwear. Now look at that man across the street who is ploughing through the crowd as though the fate of the world depended on his reaching his destination in the quickest possible time. I'll guarantee that three weeks after he wears a pair of shoes the heels are badly worn down, which would indicate to me that he was of an intensely nervous disposition, and had a high idea of his own importance.

"Then there is the man who wears his shoe over on the side," but just then I discovered someone I knew, or thought I did, and made my escape.—Shoe and Leather Trader.

The Old Inventor.

You may have noticed him—a poor, gray-headed old man, in threadbare garments, who always crept along the streets in the shadows of the houses, as if he was offering a tacit apology to life for living. Poverty and shabbiness are not so uncommon, God knows, that they should attract attention, but there was a sweet and childlike simplicity in the old face that made strangers turn to look at him, and smile as they saw that he was talking to himself. The neighbors in the poor tenement in which he lived, and where he had the poorest of all the dingy rooms, would shrug their shoulders as he passed, and tap their foreheads and say that he had wheels in his head, which was their way of saying that he was crazy; but little children and dogs, who have no knowledge save the sure guide of intuition, clung about his knees until he put them gently from him and went on his lonely way. Up in his room under the roof, where the sun beat fiercely in in summer, and the wind howled and shrieked in winter, he has worked twenty—thirty—forty years—

so many he has lost the count. He was a young man, straight and strong and tall, when he first came there, and begun work on the great invention that was to revolutionize the motive power of the world. In those days he used to talk cheerfully and hopefully about it, and of the great fortune it needs must bring him. Men, his friends, would come tramping up the stairs, and there would be excited voices saying he had but to overcome such and such difficulties to make it work, and he would answer confidently that he had only to make a slight change here and there, and that by Christmas, or midsummer, at farthest, it would be done. There was a girl, too, that he used to go to see. They were engaged, and were to have been married, but the man said wait. In a little while the great invention would be done, and he would give her jewels and fine houses, and they would wander away together and see the beautiful places of the earth. But the years went by in vain waiting, and the girl, who saw her own youth slipping from her, and the man growing old and careworn, following a will-o'-the-wisp that lured him on and on, begged him to give it up and let them enjoy the happiness they might have in the present. But he would not listen to her, and in time they drifted apart, and he only remembered her at intervals, as he did his childhood and half-forgotten things of his lost youth. The only thing in life that was real to him and that mattered was his invention. A thousand times it seemed to him that not the thickness of a hair lay between him and success, a thousand times he held his breath, thinking it moved, but always the secret he sought eluded him, and then it seemed to him the thing became human and mocked him for his wasted years, his blighted hopes and lost love, and he bated it, but stronger than hate was the fascination that drew him back again and again and held him a slave chained to a dream. Of late the old man has been growing very feeble. Disappointment and lack of food and age have done their work, and the feet that have gone up and down the steep steps have gone heavily, and the weary hands have trembled at their task. The other night a neighbor woman more kindly than the rest, hearing him talking to himself far in the night, knocked at his door and asked if he was ill. "No, no," he said impatiently, "leave me alone. I have found it at last, and my work is nearly done." In the morning the room was very quiet, and when she looked in she saw the old man leaning against the work bench with his face bowed in his hands and his gray hair streaming across the unfinished machine. The great architect of all had stopped the wheels of life and the old inventor was dead.

Just in Vogue.

"Clementine, what did you do with that curtain goods you bought last week?"

"Well, it was entirely too gay and loud for curtains, so I made a shirt waist of it."

Her Age Discovered.

Bess—How in the world did you discover her age?

Tess—I asked her at what age she thought a girl should marry, and she promptly said twenty-seven.

\$9.30 to Toronto and Return.

On account of the Exposition and Industrial Fair, the Michigan Central will sell round trip tickets August 27 to Sept. 2 at the above rate. Good to return not later than Sept. 11. Phone 606. W. C. BLAKE, C. T. A.



Why do people go to a particular shoe dealer? Is it because they love him? No. It's because they love his stock.

TAPPAN SHOES

make and keep customers. These goods should find a place in your store. Write for price list.

TAPPAN SHOE MFG. CO.,
COLDWATER, MICH.

Prompt Shipment

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

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

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

Let us have yours.

Valley City Milling Co.,

Grand Rapids, Mich.

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



YOU GOLD SEAL RUBBERS

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

GOODYEAR RUBBER CO.,
382-384 EAST WATER STREET,
MILWAUKEE, WIS.
W. W. WALLIS, Western Manager.

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 Widdcomb Bldg., Grand Rapids, Michigan.

Getting the People

Some Interesting Advertising Devices.

J. A. Richardson, of Scotts, sends me an eight-page booklet which he has issued to advertise a special sale. The cover is of heavy gray antique paper, while the inside pages are alternately green and yellow—a combination which might be improved upon. The matter in the booklet is, in the main, well written and should bring trade. I reproduce a portion of the first page herewith:

Our Object

In making this sale is to reduce our stock and also to get the money out of some goods we are overbought in. We bought early and very heavy in a good many lines this spring and to-day can sell at less than wholesale prices and still make money. We try to make our money at the buying end of the business, believing in the old saying: "Goods Well Bought, Half Sold."

This is the right sort of talk with which to preface an announcement of a special sale. It gives a reason—a believable reason—for the reduction in prices, and inspires confidence—and that is the keynote of a special sale. Unless the public can be made to believe that the goods offered are bargains, they will not buy. Mr. Richardson goes on to describe and price the goods included in the sale, and the prices look exceedingly reasonable. There are too many kinds of type used in the booklet, and, as I said before, the color-scheme is not in the best of taste, but, considering everything, it is a very creditable production and should sell goods if it gets into the hands of the right parties. Mr. Richardson says that they have no newspaper at Scotts, but he does not inform me how he distributed the booklet, so I can not throw any light on that point.

The People's Outfitting Co., of Kalamazoo, whose advertising I have mentioned favorably several times in this column, sends me the following letter:

We hand you herewith a little scheme that we perpetrated six weeks ago, that took real well and brought many people to the store. Each telegram was directed to the person it went to and was delivered as if it were a genuine message. While the plan was not original, we give it to you, as it may be of benefit to your readers. At any rate, it caused a great deal of comment, and much talk about the store.

The scheme consisted of an exceedingly clever imitation of a telegram, envelope and all, and was worded as follows:

Opening of our new big store, 215, 217, 219 and 221 North Burdick, this week. Call at your earliest convenience. Answer. PEOPLE'S OUTFITTING CO.

It was decidedly deceptive in appearance and no doubt caused a great deal of comment. The only objection to a scheme of this kind is that it may unwittingly make some enemies of the sender. Some women have an unreasonable dread of telegrams. They regard them as barbingers of evil. If one of these imitation telegrams reached such a woman, she would probably faint or do something equally foolish before she opened it, and when she did open it, she would be so angry at being fooled that she would not buy any goods from the sender as long as she lived.

Of course, a man would not act this way. He would regard the whole thing as a joke, and in his case the scheme would be successful. I have no way of knowing whether any of these telegrams were sent to women or not, but if any of my readers are desirous of trying the plan at any time, I would advise them not to send the telegrams to women. It is always best to be on the safe side.

I have said a good many times that the heading of an advertisement should always tell what the advertisement was about. Here is one that doesn't:

GOOD BREAD

Good Bread is made from good wheat; and good wheat is raised by good work; and good work can only be done with good tools; and good tools can be bought at our store for a little good money. Farmers who have used our plows and harrows say that they would have no other, because they are of the best material and cost so much less than other dealers ask for no better. Come in and see what you think of them. Remember that we have an elegant line of buggies and bicycles and sell them right. Paints and oils are also a specialty with us, and we are selling a large amount of them. Don't forget our tin shop. We do all kinds of tin, copper and sheet iron work. If you want a cook stove we have it; so don't fail to see our line.

GLENN H. YOUNG & CO.

Now, this is a nice-looking advertisement. It is attractively displayed, but it looks like the advertisement of a baker, while it is really a general hardware advertisement. I am at a loss to understand the object of the writer. He would not talk in that roundabout way to customers in his store. Why, then, should he talk that way in his advertisements? Of course, what he should have headed the advertisement is "Good Tools" or some such thing. The average man doesn't read all the advertisements in a paper. He reads those which relate to subjects in which he is interested. The man who is interested in farm tools may be interested in bread also, but it is taking chances to assume that every man is interested in both subjects. Word your advertisements so as to interest the people you want to reach. Make the headings attractive to the people you expect to buy your goods. That's only common sense—and common sense is the basis of all good advertising.

W. S. HAMBURGER.

A young woman, who gives the name of "Jane Smith," is on her way from Chicago to New York engaged in an attempt to win a wager of \$1,000. She was to start without money and work her way half across the continent by blacking shoes. Her method in reaching a town is to visit the various stores and offices, offering to shine the men's shoes for a quarter. So far she has found no lack of customers.

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.



Here It Is!

The Holmes Generator

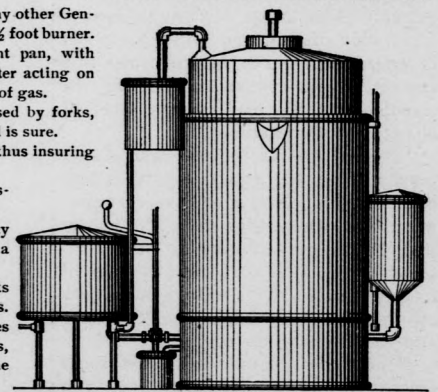
Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes 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

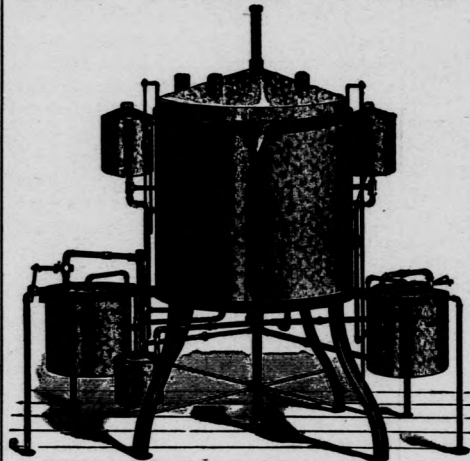
THE BRUCE GENERATOR

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



BRUCE GENERATOR CO., MITS 183-187 W. 3d St., St. Paul, Minn. | AMERICAN CARBIDE CO., Agents for Mich. Jackson.

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

The Howhowhat.

In 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.

New Prices

on Bicycle Sundries

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

ADAMS & HART,
12 W. Bridge St.,
Grand Rapids, Mich.

Wholesale Bicycles and Sundries.

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. MEST, Jackson.

Grand Rapids Council No. 131.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Kalamazoo Aching to Retrieve Her Lost Reputation.

Kalamazoo Aug. 2.—While at Bay City recently, my attention was called to the several articles published under various dates in the Tradesman, regarding a so-called traveling men's base ball team of Kalamazoo and some alleged games of ball they had played with the Grand Rapids traveling men, and I had a "right smart" time dodging the sharp jabs of my questioners and trying to uphold the name and fame of our fair city. The matter so preyed upon my mind that I have concluded to ask you to lay the truth bare and shame the Devil. Silence is golden, but patience nor silence seems to meet this case. The whole truth of the matter is we have had the "dogonest" kind of a time trying to organize anything like a base ball team out of the very raw material at hand. There are too many record players but all lacking in team work. This may be taking the public into our confidences, but we want them for our friends, hard as it may be on them.

The first efforts were made by the Hon. E. F. Zander, who took by main strength and awkwardness a majority of the stock so he could elect himself general manager. This, of course, he did, but when he usurped the position of captain and undertook to be third baseman, we put a blanket over him, as the rules did not permit it. The result of his mismanagement, as to be expected, was our galling defeat at Grand Rapids, of which the public has been duly informed by your valued Tradesman. After such an experience we tried to buy him off or have him gracefully withdraw, but it was no use—his liver was acting bad and he was mulish. Then the other stockholders tried to sell to him, but he was "short," as usual, so we were up against it again, but he promised faithfully if we would not strike or try to oust him, he would pay us our overdue salaries and strengthen the team and win the return game when the Grand Rapids boys came to Kalamazoo. He began by suspending every man who had made a hit so far, shelving Rider, Vedon, Starbuck, Lewis, Crouch, Hoffman and even that prince of shortstops, Sig. Folz, and putting in a lot of has-beens and "wood bees" and went into the return game with the worst conglomeration ever set up for a ball team. I will not try to magnify our disgrace by saying that we lost the game. Zander lost it and his position. We "fired" him, stock and all. The suspended players then elected L. Verdon and his hopes ran high, but the directors failed to concur, because they knew we sadly needed his batting strength on the team.

Folz was then suggested, but he calls it "case ball," so is ineligible because he will be too likely to "mix it."

Starbuck was thought of, but he is too good on "flies" to be spared.

Then, knowing he was nearing the black list for throwing the game to Grand Rapids and thinking to draw some cheap attention to himself, B. S.

Aldrich—who, by the way, is a rich nephew of the once-famed college pitcher of the same name—offered \$5,000 for a one-ninth interest in the club and the position of general manager, but after a stormy session of the stockholders they decided that he should be suspended for losing both games and also his bat, and that the great pickup, C. Bennett, should go with him. The stockholders saw clearly the necessity of a change in the rules and the adoption of a rule by which the best player becomes general manager by right of superiority. A rule to this effect was adopted unanimously and it was clear sailing at once. Order came out of the chaotic field and the bright star of the organization, the Moses of the occasion, was at hand as if by magic. The first baseman of the team—the man whose seven hits had nearly won the game, and broke only one bat; the man who has accepted thirty-six fielding chances without an error and who stole twelve bases without being arrested—was naturally selected to lead them out of the wilderness, so they elected me by a standing vote, with power to act, and placed in my hands the 32 cents in the treasury, to be expended in buying the release of the best players available and also to erect a new grand stand and buy a new mowing machine and, when ready to say to those grand good fellows of Grand Rapids, "Lay on, McDuff, and cursed be he who first cried, 'Let us make it seven innings.'" I am ready.

G. S. DENNIS,
General Manager.

Grand Rapids Travelers Downed by Local Elks.

Saturday, Aug. 26, the Grand Rapids traveling men met their Waterloo on Recreation Park grounds at the hands of Big Chief Necktie Beecher and his band of mighty Elks. There were many brilliant plays made and some not so brilliant. Necktie Beecher distinguished himself by going to sleep on first base in the eighth inning and, before he recovered his senses, six knights of the grip had crossed the home plate. It is only fair to Mr. Beecher to state that at this critical point he was busily engaged adjusting neckties around the bottom of his knickerbockers. Richmond's one-handed stop at third, Sleight's right field and Fear's center field playing, also Kalkaska Bill Pipp's record at first base, were among the features of the traveling men's play. The umpiring of Geo. Burnham was a trifle on the decayed egg style, but, since the game, we hear that he has been invited by Dr. Booth, Necktie Beecher and others to the next social session of No. 48. Nuff said. Below find the score by innings:

	1	2	3	4	5	6	7	8	9	Total
ELKS	4	0	3	0	0	4	6	1	X	17
T. M.	2	2	0	0	X	0	0	6	0	13

The gentleman in white shoes who had a 30 cent bet on the Elks was finally called off the perch by the irrepressible small boy.

Sam Evans and his little hammer were there. Sam is quite a rooter.

"Bill" Simmons rubbed the traveling men down between acts with his celebrated brand of electric oil.

Setback Charlie was also around tooting for the boys.

Sig. Folz, of Kalamazoo, was conspicuous among the Elk rooters. Sig. hasn't forgotten the way our boys rubbed it in at Kalamazoo.

Cheap Rate to New York and Return.

Sept. 1 to 4, inclusive, the Michigan Central will sell round trip tickets to New York for \$18.45. Return limit Sept. 12. Can be extended until Sept. 30 on payment of 50 cents. Phone 606 for full particulars.

W. C. BLAKE, Ticket Agent.

Banner Bearers of Commerce, Civilization and Progress.

I am happy to avow myself an old veteran traveling man, not a graduate, but a sort of postgraduate of the road, for I still get my fair share of commercial traveling, just enough, perhaps, to keep my hand in. I am happy to acknowledge my connection with the most democratic calling on the face of the earth, for travelers, like newspaper men, count only for what they really are, and in no other occupation in the world are the dullards and the laggards more quickly and mercilessly weeded out and thrust aside.

The newspaper man seats himself at a cheap desk, a pencil is put into his hand with a bit of paper, and he is told to write. He can or he can't, and if he is lacking in the brain power which transmutes into bright and animated sketches the commonplace occurrences of daily life, he is told to get off the earth and vacate his shoes for a better man. So, too, with commercial travelers. No more democratic body of men exists in the world. Each is started out by receiving a check to cover expenses and is sent forth, sometimes with and sometimes without a Godspeed, to work out his salvation as best he may. Social connections, independent means, influential friends—all these are helpful, but not one of them and not all of them put together will make good the deficiency of the inborn native talent of salesmanship. The commercial traveler is born, not made. The native gift when present may be enormously cultivated, but no amount of training or experience will make good its original absence.

What constitutes the successful salesman on the road is a riddle that I have never been able to solve. Part of my work is the direction of a considerable number of travelers. Years ago I used to flatter myself that I could pick the winners, but it didn't take me long to get over that foolish notion. You know the classical test for mushrooms; if you eat them and live they are mushrooms, if you die they are toadstools. Very much the same test must be applied to the successful salesman on the road. No amount of "sizing up" will ever tell you whether he will make a success or a miserable failure; the looks of a frog won't help you to guess how far he can jump.

There is only one test and that is to put your money in the salesman's hands, give him the best posting you know how, and then say to him, "Get out and hustle." The disappointments are about equally divided between the promising and the unpromising candidates. Your swell looking fellow who talks like a statesman and makes you feel that you have engaged a star of the first magnitude is not unlikely to make a wretched failure; and again, some seedy specimen, realizing that he must depend not on his beauty but on his hard work, digs his toes into the earth, and in this way sometimes strikes a vein of rich and paying ore.

As an old veteran traveling man it has given me great pleasure during the past twenty years to observe the upward evolution—the unmistakable elevation of character and ability which have gone on in the community of commercial travelers. There has been a vast and striking improvement in respectability, in morality, in thrift, in steadiness, in refinement, in veracity, in honorable dealing, in every quality that enters into a high and valuable type of manhood.

In the olden time which I recall there

was indeed no lack among traveling men of open-handed generosity and of loyal friendship—those amiable, fragrant qualities which cause men to be loved; but the new traveler commands more respect and is more trusted. He has learned that in a permanent field of labor the confidence he inspires is the measure of his success; that falsehood and misrepresentation cheapen his reputation, destroy his influence and exterminate his business; that no lasting success can be achieved until his customers are made his friends; and that to acquire their confidence he must preserve their respect and promote their interests.

I do not deny that the type of cheap, smart, tricky, unscrupulous fakir who would sell his soul to get an order is not altogether extinct, but it is rapidly vanishing and giving way to the type of man who realizes that success on the road must be earned and not stolen, and that salesmanship is not a species of confidence game played but once on the same victim.

My friends of the retail trade, you may flatter yourselves that you are the benefactors of the travelers to whom you give your business. So you are; but just burn into your memories the fact that the eggs aren't all in one basket and that you get just as much as you give. You are the recipients and the beneficiaries every time that the traveler helps you to earn a dollar by persuading you to buy the things that command a ready and profitable sale, or by suggesting some new line of lucrative work, or by bringing you from other places information about what live and successful merchants are doing to build up business. Look back over your past experience and I'll wager you have rarely been duped or imposed on by the representative of an honorable house. On the other hand, how many times has the reputable traveler brought a good thing to your notice, pointing out to you opportunities which are lost to the cranky, sullen merchants whose offensive and insulting manners are as disastrous to their own interests as to the travelers' business. The merchant makes a mistake who thinks he can learn nothing from the commercial traveler, and I plead for cordial co-operation, not on grounds of sentiment, but on grounds of mutual benefit, self-interest, and cold financial profit.

In conclusion, join me in pledging the success and happiness of one of the most useful, energetic and brainy classes of men in the business community—the business missionaries and educators—the propagators of new ideas, the men who do more than any others to build up great houses and to carry the new fruits of invention and enterprise into the remote corners of human society—the banner bearers of commerce, civilization and progress—the commercial travelers.

S. H. CARRAGAN.

C. C. Bunting, Petoskey, representative for Rice & Matheson, was in town over Sunday.

REMODELED HOTEL BUTLER

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

Taggart, Knappen & Denison, PATENT ATTORNEYS

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

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.

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

STATE PHARMACEUTICAL ASSOCIATION.

President—O. EBERBACH, Ann Arbor.
 Secretary, CHAS. F. MANN, Detroit.
 Treasurer J. S. BENNETT, Lansing.

How to Create a Demand for Cigars.

Advertising, practically done, is the best investment a merchant can make, and the druggist who does not resort to it makes a great mistake. Let the druggist try, for example, window dressing, every few days, and display tastily in his window his various brands of cigars with nicely printed cards descriptive of quality and price; let him devote a part of his window space, a part of the time, to the display of his own line of cigars instead of giving up all of his space all of the time to the products and picture cards of the manufacturers who graciously, and without ceremony, permit him to pay the revenue, and sell their goods without a profit, while his own products hold down the shelves.

Let him instruct his clerks to hand cigars over the case with a smile of confidence and a word of assurance that goes to the heart of the smoker, and makes him say to himself, "That's a mighty nice fellow; his cigars must be all right."

Let him instruct those same clerks to pay the same courtesies to the gentlemen who buy cigars as they do to the ladies who sweetly sip the pink ice cream soda or squander their wealth in dainty perfumes.—Donovan in Cigar Talk.

No Sympathy with the Ethical Druggist

We are not in sympathy with the ethical druggist. Let us not be misunderstood. The vocation of a druggist is essentially of a business nature and no druggist makes a success who lacks the qualities which make a good business man. To be frank, it is more necessary that he be a good business man than a good druggist—if he wants to win financially. The ethical man is not a practical man and is, therefore, not a safe man to dispense drugs. The druggist must understand his business in a way that only years of experience and study can make him understand it. The most successful men in other lines of business are those who understand their respective businesses just as well as the druggist. There may have been—we are inclined to think there was—a time when pharmacy was a profession, or at least called for different qualities than other lines of trade. We have other conditions to meet now, and the druggist who meets them best is the best druggist and best business man. If a druggist is a good business man there is no reason why he should not acquire wealth as well as his neighbor, the dry goods merchant. We know that it takes a higher grade man to be a drug clerk than it does a dry goods clerk, but this won't enable that drug clerk to make a financial success of a business of his own. So we urge the druggists to wake up. Inculcate some activity and life and vigor into your store and your business. Solicit busi-

ness with a smiling face full of hope and energy saying "we hustling, busy druggists," and not in a whining, beneficiary sort of way which says "we poor pharmacists."

In order to better protect the interests of druggists as a class, which has its individual benefits, too, every druggist should join his local or state association. He should be an active and interested member. We can not see wherein these associations are not of the greatest assistance to the retail druggist. That they have already secured a great many things for the retail druggists must be admitted. There are a great many more things which these associations, if they are strong enough, will make possible. If every druggist in the country was represented in these associations, what a power for the advancement of the business of pharmacy they would be. Perhaps you are one who does not belong to any association. In behalf of your business as a druggist—or profession, if you choose to call it—join one or more of these local associations and take an active interest in the securing of the enactment of better laws for the betterment of the drug business and for better business conditions.
 HARRY M. GRAVES.

Bird Seed Display.

To arrange a display of bird seed, induce some boys to collect from the woods a number of perfect birds' nests, some growing ferns, and a quantity of moss and lichens; also a small log of wood and one or two forked branches from a dead tree. Then carpet the floor of the window with moss, lay on it the log, to which you have fastened the lichens by means of slender wire nails; suspend the tree branches across window—best by black thread, possibly—some few feet from base, and in the forks rest the forsaken nests. Assemble a stock of bird seed in packages prominently in the window and stand ferns in the background, planted in pots or boxes. Should you be in possession of any taxidermic specimens of the feathered tribe put them in evidence.

Another advertisement for this commodity would be to place several large packing cases on the pavement before the store bearing this notice:

FOR SALE.

ONCE HELD BIRD SEED.

There's Food For Thought.

You Do the Rest.

The newspaper advertisement has fulfilled its mission when it has brought the prospective or possible buyer into your store to inspect your goods. Whether he becomes a purchaser or not and whether you retain him as a customer must depend upon the treatment which he receives, the price and quality of your goods and the cleverness of your salesmen. Do not find fault therefore with the advertisement that has brought the buyer to your door. It has done its entire duty. For any failure to keep him blame the goods, your employes, your methods of business or the fickleness of your visitor. The advertisement finds the customer; you must do the rest.

Of all the States in the Union, Texas takes the prize for its number of advertising druggists. About every druggist in that State seems to be awake to the business to be gained by advertising and they are willing to take hold of any original advertising idea which may be presented to them. Of the large cities Philadelphia has as large a percentage of advertising druggists as any. These estimates are based on a thorough canvass of the field. Western druggists are better and larger advertisers than the druggists in the East and the Southern druggists are a close second. The Eastern druggists are the poorest advertisers of the lot. Out of 3,500 druggists in New England less than 400 advertise in any form whatever.

The Drug Market.

Opium—Is active and firm. Reports are conflicting. Some look for higher and others for lower market.

Morphine—Is firm but unchanged.

Quinine—Has declined, on account of a lower price for cinchona bark.

Cinchonidia—On account of better supply, has declined.

Acetanilid—Competition among manufacturers continues. The price remains low.

Cocaine—The market is firm at the recent advance and has an upward tendency.

Glycerine—Manufacturers do not quote alike. Some brands are higher than others. The article is very firm and, no doubt, will be higher when the season opens later on.

Mercury—Has again advanced and mercurial preparations are all higher.

Santonine—Continues to advance, on account of the scarcity of wormseed.

Essential Oils—Wintergreen has again advanced, on account of scarcity. Pure wormwood has also advanced, for the same reason. Crops will be small and very high prices are looked for.

Arnica Flowers—Are very firm at recent advance and will be higher.

Gum Camphor—Is firmer abroad, but there is no change here.

Short Buchu Leaves—Have further advanced and are tending still higher.

Cocoa Leaves—Are scarce and have advanced.

Russian Hemp Seed—Has advanced. Linseed Oil—On account of higher price for seed, has advanced.

White and Red Lead—Has advanced.

A politician will shake your hand one minute and pull your leg the next.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WORLD'S BEST

S.C.W.

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

We Make....

Peppermint Oil Cans

Write for Prices.

WM. BRUMMELER & SONS,

Tinware Manufacturers,

260 South Ionia St., Grand Rapids, Mich.



NOTICE THIS BRAND

WHEN YOU WANT A GOOD SMOKE

MANUFACTURED BY

COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

WHOLESALE PRICE CURRENT.

Table with multiple columns listing various goods such as Aceticum, Benzolcum, Boracic, Carbolcum, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aqua, Carbonas, Chloridum, Anilinae, Baccas, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Magnesia, Oleum, Syrup, and others. Includes sub-sections like 'Paints', 'Varnishes', and 'Oils'.

Advertisement for HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH. The ad features a decorative border and the text: 'WAIT FOR THE WINNER. We take pleasure in informing the Michigan trade that our Mr. McKay has started out with our full and complete line of druggists' sundries and holiday goods. Merchants are respectfully requested to defer making their purchases until they have inspected our line, which is the finest we have ever displayed.'

SPICES. Whole Sifted.

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

Pure Ground in Bulk.

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

STARCH.



Table listing Kingsford's Corn and Silver Gloss starch products, including Diamond and Common Corn starches.

STOVE POLISH.



Table listing Enameline Stove Polish products in various quantities.

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.

Table listing various sugar products including Domino, Cut Leaf, Crushed, Powdered, XXXX Powdered, Granulated in bbls, and Extra Fine Granulated.

TABLE SAUCES. LEA & PERRIN'S SAUCE



Table listing Lea & Perrin's Sauce products in various sizes and types.

Cigars.

Table listing various cigar brands and their prices, including Clark-Jewell-Wells Co.'s brand and Fortune Teller.



Table listing S.C.W. cigars and other brands like Phelps, Brace & Co.'s Brands, and Vincente Portuondo.

VINEGAR.

Table listing various types of vinegar such as Malt White Wine, Pure Cider, and Pure Cider, Silver.

WICKING.

Table listing wicking products in various quantities.

WOODENWARE.

Table listing woodenware items including Baskets, Willow Clothes, and Pails.

Tubs.

Table listing various sizes and types of tubs.

Crackers.

Table listing The National Biscuit Co. products including Butter, Soda, and Oyster crackers.

SWEET GOODS-Boxes.

Table listing various sweet goods in boxes, including Animals, Bent's Water, Cocoa Nut Taffy, and Coffee Cake.

Candies.

Table listing Stick Candy and Mixed Candy products.

Table listing various types of candy such as Grocers, Competition, Standard, and Royal.

Fancy-In Bulk.

Table listing fancy candy items in bulk, including San Blas Goodies, Lozenges, and Choc. Drops.

Fancy-In 5 lb. Boxes.

Table listing fancy candy items in 5 lb boxes, including Lemon Drops, Sour Drops, and Chocolate Drops.

Caramels.

Table listing various types of caramels.

Fruits.

Table listing various types of fruits such as Oranges, Lemons, and Bananas.

Foreign Dried Fruits.

Table listing foreign dried fruits including California Fancy, Choice, 10 lb boxes, and Imperial Mikados.

Dates.

Table listing various types of dates.

Nuts.

Table listing various types of nuts including Almonds, Walnuts, Pecans, and Chestnuts.

Grains and Feedstuffs

Wheat.

Table listing various types of wheat including Old, New, Winter Wheat Flour, and Local Brands.

Spring Wheat Flour.

Table listing spring wheat flour products from various brands like Clark-Jewell-Wells Co. and Pillsbury's.



Table listing various types of corn including Duluth Imperial, Golden Medal, and Parisian.

Feed and Millstuffs.

Table listing feed and millstuffs products such as St. Car Feed, No. 1 Corn and Oats, and Winter Wheat Bran.

Corn.

Table listing various types of corn including New corn, car lots, and Less than car lots.

Hay.

Table listing various types of hay including No. 1 Timothy car lots and No. 1 Timothy, ton lots.

Fresh Fish.

Table listing various types of fresh fish including Whitefish, Trout, Black Bass, and Halibut.

Shell Goods.

Table listing various types of shell goods including Oysters and Clams.

Oils.

Table listing various types of oils including Eocene, Perfection, XXX W.W. Mich. Hdt, and W.W. Michigan.

Provisions.

Swift & Company quote as follows:

Table listing various types of pork including Barreled Pork, Mess, Back, Clear back, and Short cut.

Dry Salt Meats.

Table listing various types of dry salt meats including Bellies, Briskets, and Extra shorts.

Smoked Meats.

Table listing various types of smoked meats including Hams, Bacon, and Shoulders.

Lards. In Tierces.

Table listing various types of lards including Compound, Kettle, and 55 lb Tubs.

Sausages.

Table listing various types of sausages including Bologna, Liver, Frankfurt, and Pork.

Beef.

Table listing various types of beef including Extra Mess, Boneless, and Rump.

Pigs' Feet.

Table listing various types of pig's feet including Kits, 15 lbs, and 1/4 bbls, 40 lbs.

Tripes.

Table listing various types of tripes including Kits, 15 lbs, and 1/4 bbls, 40 lbs.

Casings.

Table listing various types of casings including Pork, Beef rounds, and Beef middles.

Butterine.

Table listing various types of butterine including Rolls, dairy, Solid, dairy, and Rolls, creamery.

Canned Meats.

Table listing various types of canned meats including Corned beef, Potted ham, and Deviled ham.

Fresh Meats.

Table listing various types of fresh meats including Beef, Carcass, Fore quarters, and Hind quarters.

Pork.

Table listing various types of pork including Dressed, Loins, Shoulders, and Leaf Lard.

Mutton.

Table listing various types of mutton including Carcass and Spring Lambs.

Veal.

Table listing various types of veal including Carcass.

Hides and Pelts.

Table listing various types of hides and pelts including Green No. 1, Green No. 2, and Bulls.

Pelts.

Table listing various types of pelts including No. 1, No. 2, and Washed, fine.

Crockery and Glassware.

AKRON STONEWARE.

Table listing various types of crockery and glassware including Butters, Barreled Pork, and Dry Salt Meats.

Churns.

Table listing various types of churns including 2 to 6 gal. per gal. and Churn Dashers.

Milkpans.

Table listing various types of milkpans including 1/4 gal. flat or rd. bot. and 1 gal. flat or rd. bot.

Fine Glazed Milkpans.

Table listing various types of fine glazed milkpans including 1/4 gal. flat or rd. bot. and 1 gal. flat or rd. bot.

Stewpans.

Table listing various types of stewpans including 1/4 gal. fireproof and 1 gal. fireproof.

Jugs.

Table listing various types of jugs including 1/4 gal. per doz. and 1 to 5 gal. per doz.

Tomato Jugs.

Table listing various types of tomato jugs including 1/4 gal. per doz. and Corks for 1/4 gal. per doz.

Preserve Jars and Covers.

Table listing various types of preserve jars and covers including 1/4 gal. stone cover and 1 gal. stone cover.

Sealing Wax.

Table listing various types of sealing wax including 5 lbs. in package per lb.

FRUIT JARS.

Table listing various types of fruit jars including Pints, Quarts, Half Gallons, and Covers.

LAMP BURNERS.

Table listing various types of lamp burners including No. 0 Sun, No. 1 Sun, and No. 2 Sun.

Common.

Table listing various types of common lamp burners including No. 0 Sun, No. 1 Sun, and No. 2 Sun.

First Quality.

Table listing various types of first quality lamp burners including No. 0 Sun, crimp top, wrapped and labeled.

XXX Filnt.

Table listing various types of XXX Filnt lamp burners including No. 0 Sun, crimp top, wrapped and labeled.

CHIMNEYS-Pearl Top.

Table listing various types of chimney products including No. 1 Sun, wrapped and labeled.

Rocheater.

Table listing various types of Rocheater products including No. 1, Lime (65c doz) and No. 2, Lime (70c doz).

Electric.

Table listing various types of electric products including No. 2, Lime (70c doz) and No. 2, Flint (80c doz).

OIL CANS. Dos.

Table listing various types of oil cans including 1 gal tin cans with spout and 5 gal Home Rule.

LANTERNS.

Table listing various types of lanterns including No. 0 Tubular side lift and No. 1 B Tubular.

LANTERN GLOBES.

Table listing various types of lantern globes including No. 0 Tubular, cases 1 doz. and No. 0 Tubular, cases 2 doz.

Hardware

Window Glass and Other Trusts.

In the matter of trusts it is quite evident that a reaction has set in. The window glass combination, which, with \$37,000,000 of capital behind it, was expected to be one of the strongest in the country, has gone to pieces and it is reported that others will soon follow. These dissolutions are as much in accordance with the national laws of trade and individual interests as the original combinations were. The Reporter has insisted from the beginning that trusts were largely the result of normal conditions, great commercial prosperity and keen competition, and that in the end they would be governed by natural conditions and the law of the survival of the fittest. It is absurd to suppose that trusts are due to the success of any political party or the existence of any particular tariff law, except in so far as these conditions may contribute to a state of general prosperity. Sufficient proof of this is the fact, now familiar to all, that trusts are as common in England as they are in the United States. The business world has laws of its own as distinct and arbitrary as those of the physical, the moral or the spiritual world. Given certain conditions, opportunities, inducements and results, and great combinations of capital are sure to occur, while under other conditions they are sure to go to pieces. As the formation of trusts is intended to prevent or control competition, and does have that result, it follows that they carry in themselves the germ of their own dissolution or correction, because as soon as competition is curtailed beyond a certain point it will spring up again.

The failure of the window glass trust and the prospective dissolution of other trusts are not due exactly to the cause named above, but they are due to other natural causes and show the difficulty of maintaining trusts that conflict with the laws of trade or with individual interests. The window glass workers had much to do with breaking up that trust, first by threatening legal proceedings against the companies if they entered into a combination to control production and prices, and then by entering into a compact with independent manufacturers. It is said the latter have agreed to pay the workmen the 7½ per cent. advance in wages which they have been asking and which the combination would have refused. Thus by forming an alliance with the independent and co-operative manufacturers, the workmen virtually formed a new combination and turned the trust against itself; for if they held to their agreement to work only for independent manufacturers the trust factories would have been unable to obtain workmen. It was combination against combination and one set of interests against another. If the organized window glass workers, with the aid of a few independent factories, could prevent the formation of a trust which threatened to control the entire window glass business of the country, it is worth while to consider whether or not the same thing can be done with other cases.

In the case of other trusts it is said that some of the stockholders think the management is playing a kind of "freeze out" game to benefit some stockholders at the expense of others. Other stockholders in factories embraced in the trust think the mills in which

they are interested are not getting their share of work. A house divided against itself can not stand, and a trust in which some of the stockholders are profiting at the expense of others must in the course of time go to pieces. The instances cited show that trusts can not escape from the natural laws of trade or the conservative influence of individual interests and competition.—Stoves and Hardware Reporter.

The Hardware Market.

The trade during the summer months in hardware has kept up remarkably well, considering the many changes which have been made in all kinds of merchandise. We find, however, that the average dealer is disposed to restrict his purchases to as small an amount as possible, fearing there may be a reaction, and that present high prices will not be maintained for the coming year. The experience of jobbers and manufacturers, however, who are conversant with conditions now existing is that no lower prices will rule during the coming year and in many instances they are placing contracts to run far into the year of 1900 at prices ruling to-day.

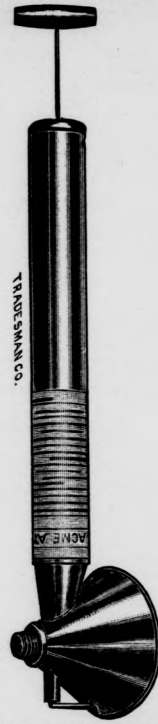
Wire Nails—The market on wire nails is very firm and there is every indication that another advance may occur at almost any moment, owing to the rapidly advancing prices for raw material. It is pointed out that rods are close to \$45 per ton, and as only twenty-one kegs of nails can be made from a ton of rods, the cost of the rods alone is all of \$2 which leaves only 50c for drawing wire and cutting the nails. The present quotation on nails f. o. b. mill is \$2.65 in carloads or \$2.75 in less than carloads, all to take Pittsburg freight, no matter from what point shipped. Nails from stock, \$2.90.

Barbed Wire—The demand for barbed wire is somewhat restricted at this season, but the market is strong and quotations are firmly held. The foreign demand for wire is heavy, the American Steel & Wire Co. making shipments to every place where wire is used. We quote as follows on wire: painted barbed in carlots, \$2.75; in less than carlots, \$2.85; galvanized barbed, 50c advance. Also subject to Pittsburg freight. Painted barbed from stock, \$3.05; galvanized, \$3.55.

Files—At a recent meeting of the file manufacturers, an advance of 10 per cent. was made, to take immediate effect. This was necessitated by the scarcity and high price of raw material and the great increase in the cost resulting therefrom. The present discount, as quoted on Nicholson or Black Diamond files, is 70 per cent.

Window Glass—Owing to the closing down of all factories which has existed for the last three months, the price of window glass remains firm and quite a scarcity is beginning to be noticed. The present price on window glass is 80 and 15 per cent. for both single and double, and it is believed that, if an adjustment of the wage question does not very soon occur, window glass will be much higher.

Miscellaneous—We would call the attention of the trade to the following advances which have taken place since our last market report: On all shelf hardware, such as locks, cupboard catches and bolts, and miscellaneous articles of that nature, an advance of 40 per cent. has been made by the manufacturers and has been followed up by the jobbers as a matter of self protection.



SPRAYERS

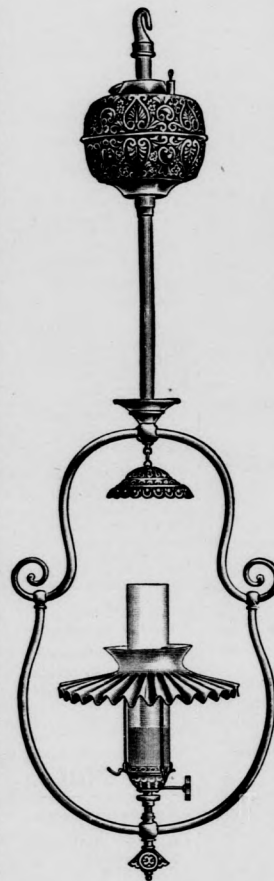
ALL KINDS

TIN AND BRASS

LOWEST PRICES

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.



Light Your Store for Five Cents a Night

We are in the market with the latest thing in the shape of a Gas Lamp. It is an invention gotten up from the experience of all others already in the market. Don't order a back number when for nearly the same money you can secure one of the latest inventions.

Local agents wanted in every county in Michigan.

Peninsular Gas Light Co.,

Grand Rapids, Mich.

Four Kinds of Goupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Gripsack Brigade.

What has become of the annual picnic of the Grand Rapids traveling men?

L. D. Mosher, who has been identified with the Voigt Milling Co. for nineteen years in the capacity of miller, succeeds the late A. L. Braisted as traveling representative for the Crescent Mills.

Saginaw Courier-Herald: Ex-Ald. Harry G. Norton, who has been traveling for the Saginaw Manufacturing Co. for some time, has been called from the road by the company to take charge of one of the departments of the factory.

Detroit News: George P. Cogswell, of 299 Second street, was struck by a Fourteenth avenue car at the corner of that avenue and Ash street yesterday afternoon while bicycling. The wheel was all broken up and Cogswell's body was badly bruised. Harper ambulance took him home, where County Physician Johnson and Dr. McEachren attended him.

St. Ignace Enterprise: Charles Wenzel, for several years traveler for Hammond, Standish & Co., wholesale meat dealers, resigned his position last week to accept one with the Armour Co., of Chicago. He is succeeded by Myron Chamberlain, formerly shipping clerk for the firm. G. H. Hauptli, late of the Merchandise dock, succeeds Mr. Chamberlain as shipping clerk. We congratulate all parties concerned on their promotions.

Another Kalamazoo traveling man has usurped the position of captain and general manager of the base ball club organized by the traveling men of the Celery City. This is the fourth or fifth time the management of the club has been usurped by some ambitious adventurer who imagined that he could do better than his immediate predecessor, but, instead of improving, the club seems to be degenerating under frequent changes and arbitrary assumptions of power. It is understood that John Hoffman and Sig. Folz are both looking on the situation with anxious eyes in the confident belief that they could bring order out of chaos and put the club on a successful plane. Whether this will be the case should they seize the reins of power, or whether some one else will anticipate them in the matter, remains to be seen.

The Grain Market.

Wheat during the week has not held up as the conditions would indicate, the arrival of 300 cars of new wheat in the Northwest, as well as the threshers' favorable reports of large yields, having had a depressing effect. Even the large visible decrease of 1,517,000 bushels had only a partial effect of strength. September liquidation was another factor of weakness, which the short sellers were not slow to take advantage of by pounding the market for lower prices.

The demand from abroad seems to keep up in the face of the cry of no export demand. From all appearances the foreigners will need as much wheat from the United States as they bought here last year, for there is no other exporting country that they can draw from. As the winter wheat receipts have fallen, the receipts of spring wheat will be easily absorbed.

A decrease at this time is hardly in accordance with the usual conditions. Another strong feature is that cash wheat sells half a cent above the September options. The decline since last week was 2c a bushel.

Corn has remained very steady since

my last report. It looks now as if there will be no material change in price for the present. The dry weather does not act very favorably on it in this State, where a good crop was expected. Farmers are cutting the corn for fodder in the corn belt. They also claim damage on account of the heat.

Oats are weak, as the large crop has its effect, and prices are the same, and probably will remain so during the season.

Rye seems to be the only cereal that holds its own. It is stronger than before, the cause being that exports keep up and that the large distillers are starting up to make high wines, which will keep prices up for some time.

Receipts during the week were: 41 cars of wheat, 14 cars of corn, 6 cars of oats, 7 cars of rye and 7 cars of hay.

Millers are paying 64c for new wheat and 67c for old wheat.

C. G. A. VOIGT.

Grand Rapids Retail Grocery Clerks' Association.

At the regular meeting of the Grand Rapids Retail Grocery Clerks' Association, held at the office of the Michigan Tradesman on Monday evening, Aug. 28, President Beardslee presided.

Ernest Bratt presented the report of the Committee appointed to procure aprons and caps for the grocers' parade on grocers' picnic day, which was accepted.

Harry Stowitts moved that the report be accepted and that the chairman appoint a committee to dispose of the unsold goods on hand, which was adopted.

The chairman appointed as such committee Ernest Bratt, Verne Campbell and Geo. McInnis.

Mr. Bratt demurred to accepting the chairmanship of the committee, on the ground that he had done practically all the work thus far and was entitled to a vacation, but good-naturedly acquiesced in the action of the organization.

L. E. Buss moved that the Secretary be instructed to purchase such books and stationery as are required by that office, which was adopted.

Jos. H. Terrill gave notice that he would present an amendment to the constitution at the next meeting, providing for the payment of the annual dues quarterly in advance instead of annually in advance.

The same gentleman moved that the chairman appoint a committee of three to ascertain how many grocery clerks there are in the city and to outline a plan for a thorough canvass of all of the dealers with a view to increasing the membership of the organization.

The motion was adopted and the chairman appointed as such committee Verne Campbell, N. Bruggink and Peter Oole.

It was decided to omit the next meeting on account of its occurring on labor day, so that the next regular meeting will be held on Monday evening, Sept. 18. The annual meeting for the election of officers for the ensuing year will be held on Monday evening, Oct. 2.

Glad to Consent.

She—What did papa say?
He—I asked his consent to our marriage by telephone, and he replied, "I don't know who you are, but it's all right."

J. H. Noble has engaged in general trade at Coopersville. The Worden Grocer Co. furnished the groceries, Voigt, Herpolsheimer & Co. supplied the dry goods and the Ideal Clothing Co. secured the clothing order.

W. F. Blake, Treasurer of the Worden Grocer Co., has gone to Boston on a trip combining business and pleasure. He will spend a week at the Hub and three or four days at New York on his way home.

Business Bars the Drunkard.

Drunkenness to-day is deemed disreputable in the very quarters where only a little while ago it was looked upon simply as a misfortune. Every line of business shuts its doors absolutely to the drunkard. It has no use for him. Business competition has become so keen that only the men of steadiest habits can find employment. This fact the habitual indulger in alcoholics has found out, and the different "cure" establishments for drunkenness are today filled with men who have come to a realization of the changed conditions. The man of steady habits is the man of the hour, and the drunkard realizes this. In the social world the same thing is true. The excessive indulgence of even a few years ago would not be tolerated at any dinner to-day. Society has become intolerant of the behavior which inevitably results from excessive indulgence in drinking, and men realize this. It is bad manners to-day to drink to excess.

Seeing the Article.

The nearer you can come to making the people see the goods you are talking about, the better advertising you are doing. It is a good deal better to offer something special—even although it isn't fully described—than to advertise in a general way. But it is much better still to make an advertisement perfectly plain and distinct so that everybody may know exactly what you are talking about—and in their mind's eye almost see the article.

Worse Meat Than Goat.

From the Memphis Commercial.

The big packeries are now slaughtering thousands of Texas goats and selling the flesh for mutton. The deception is reprehensible, but the meat is all right. A juicy Texas angora is about as toothsome to a white man as a rat is to a Chinaman or a baked dog to an Indian. The angora is all right. What we object to is the gutta percha beefsteak and the papier mache sausage.

The Nature of the Animal.

Union Printer—If they was to be a equal division of all the money, wot do you s'pose we'd get?
Union Cigarmaker—Drunk.

In Massachusetts it has just been decided that the sanitary condition of picnic grounds and summer resorts in general is not all that it might be, and with a view to improving it the State Board of Health has undertaken to make a careful examination of all these places. Special attention will be paid to the sources of water supply and it is believed that by suggesting, and when necessary by enforcing, a general cleaning up the number of typhoid fever cases among people returning from vacations can be materially decreased.

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.

TO RENT—ONE OR TWO BRICK STORES with deep cellars, 22x75 feet, on Main street in Opera House block, Mendon, Mich. Write to Levi Cole 51

FOR SALE—MEAT MARKET; ONE OF the best locations in the city; customers all good pay; doing a good paying business. Address No. 53, care Michigan Tradesman 53

FOR SALE—BELGIAN HARES WITH hutchies, etc.; get in on the ground floor for the boom in hare furs. Albert Baxter, Muskegon, Mich. 7

GOOD OPENING FOR DRY GOODS OR department store at Centerville, Mich. Address Box 135. 55

WANTED—GOOD LOCATION FOR OPENING a new clothing store or would buy on stock. Address Box 32, Searles, Mich. 56

FOR SALE—THE CRANE MANUFACTURING mill at South Frank ort, fully equipped for the manufacture of hardwood lumber. Immediate possession. Inquire of Ann Arbor Savings Bank, Ann Arbor, Mich. 58

FOR SALE AT A BARGAIN—WELL-STOCKED variety store in a thriving town of 2,500. Good location, excellent trade. Owner business reason for selling. Address Box 341, Otsego, Mich. 52

FOR SALE—STOCK OF DRUGS, SUNDRIES, fountain, etc., in excellent flourishing town; central location; established twenty years; big profits; rent very cheap. Will sell at a big discount. Present owner not a druggist. Address No. 48 care Michigan Tradesman. 48

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

TORRENT—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, 25x85 feet. Good basement, running water, electric lights. Rent to good parties reasonable. Address Belding Land & Improvement Co., Belding, Mich. 43

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 \$4,000. Address No. 37, care Michigan Tradesman 37

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

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

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—40 acre farm, part clear architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman 12

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

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

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. 919

FOR SALE—A RARE OPPORTUNITY—A flourishing business, clean stock of shoes and furnishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 913

MISCELLANEOUS.

WANTED—REGISTERED ASSISTANT pharmacist. Address No. 59, care Michigan Tradesman. 9

WANTED—AN ASSISTANT PHARMACIST. Give age, experience, references and salary. F. M. Fisa, Asopolis, Mich. 49

WANTED—FIRST CLASS BOOK-KEEPER capable of keeping a set of double entry books in a manufacturing plant. None but experienced men need apply. A good permanent situation for a bright, capable man. Address Manufacturer, Box 502, Kalamazoo, Mich. 50

WANTED—POSITION AS MANAGER OR head clerk in general store. Have had valuable experience as manager and buyer for ten years. Annual sales, \$5,100. Address No. 51, care Michigan Tradesman. 51

WANTED—POSITION AS CLERK. NINE years' experience in dry goods and general trade. Address, No. 43, care Michigan Tradesman. 3

WANTED—POSITION BY DRUGGIST, 14 years' experience. Address, No. 44, care Michigan Tradesman. 40

EXPERIENCED YOUNG BUSINESS MAN, thorough & 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 124, Grand Rapids, Mich. 39

WANTED—SITUATION AS TRAVELING salesman, commission or salary, clothing, boots and shoes, men's furnishing goods or groceries. Good references given. Address 9-8, 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 7:53am 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 9:40pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect June 19, 1899.)

GOING EAST	Leave	Arrive
Saginaw, Detroit & N Y	6:40am	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 * 7:20am
Chicago and Cincinnati... 10:15pm * 3:55am
7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 10:15pm train has sleeping cars to Chicago, Cincinnati, Indianapolis, Louisville and St. Louis.

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

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

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

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

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

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.

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

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Said the Grocer

"I'll have to get a barrel to keep the nickels in."
"What's the matter?"
"Uneeda Biscuit! The new delicacy. Costs only 5 cents for a package. Enough for a meal, too. Just look at that package for 5 cents! Royal purple and white. Dust proof! Moisture proof! Odor proof! Keeps in the goodness. Keeps out the badness. Everybody wants

Uneeda Biscuit

Hanselman's Fine Chocolates

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

Hanselman Candy Co.
Kalamazoo, Mich.

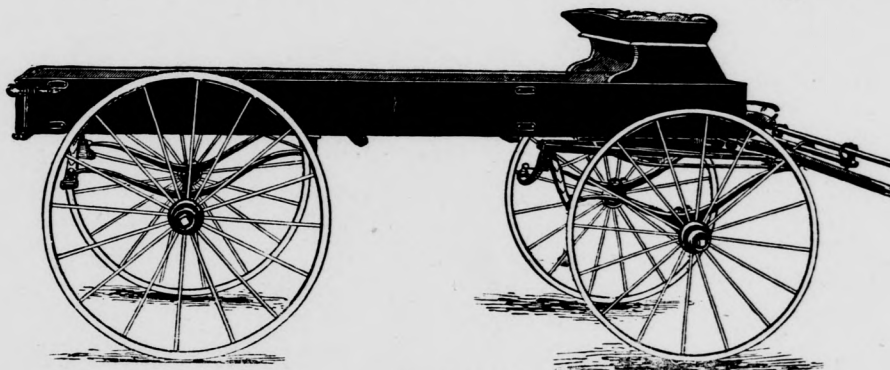
The Grand Rapids Paper Box Co.

Manufacture

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

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

Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.

\$200,000,000

This is the amount that our Government will realize in two years by the aid of the Revenue Stamp.

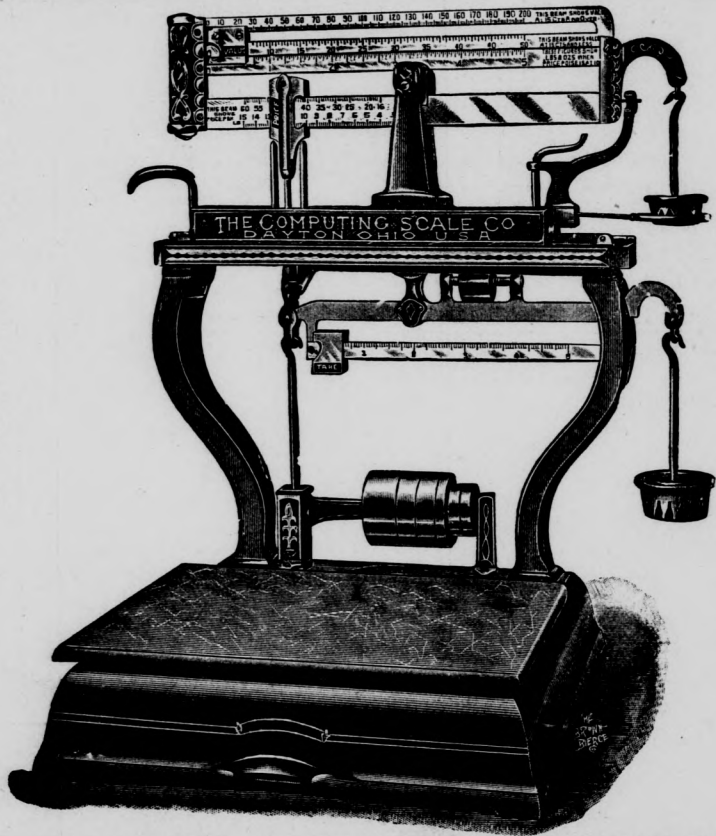
Seems like a small matter when you place a fraction of a cent revenue on an article, telegram or express receipt, but see what it will do!

The Money Weight System has been deputized a **Special Revenue Collector** for the merchant. It collects those small fractions usually lost in weighing your merchandise and adds them to your treasury; it does it by saving overweight.

Remember our scales are sold on easy monthly payments. Write to us about it.

The Computing Scale Co.,

Dayton, Ohio, U. S. A.



Epps' Cocoa

Epps' Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere
for

Delicacy of Flavor,
Superior Quality
and

Nutritive Properties.

Specially Grateful and
Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

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

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MICA AXLE GREASE

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

**ILLUMINATING AND
LUBRICATING OILS**

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.