

MICHIGAN TRADESMAN

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Volume XVII.

GRAND RAPIDS, WEDNESDAY, JUNE 13, 1900

Number 873



No. 9



No. 5

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HIGHLY BURNISHED.



No. 10



No. 7



No. 2



No. 6



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MICHIGAN TRADESMAN

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They succeed because the quality is right, and the plan of selling up to date. If there is not an agency in your town, write the

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Fall and winter line complete and still a nice line spring and summer suits.
KOLB & SON, Wholesale Clothing Manufacturers, Rochester, N. Y. Only stictly all wool Kersey \$5.50 Overcoat in market. See Kolb's original and improved cut froek coat, no other house has it.
Meet our Michigan representative, William Connor, at Sweet's Hotel, Grand Rapids, June 9 to 16 inclusive. Customers' expenses allowed. Or write Box 346, Marshall, Mich., and he will call upon you. If you don't see what you want no harm done.

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.

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SOME GERMAN REJOICING.

The saying, "It's an ill wind that blows nobody any good," has had recent exemplification. The prosperity which has come to America to stay, and more than that the real reason for it, has gone hard with our friends upon the Rhine and beyond it. They have been bestirring themselves. They have been looking into matters and things and they have found that after all it is not the excellence of the American goods nor the handicraft that produced them but the tariff; and with proud satisfaction they proceed to give us as good in that line as we send. The meat bill is disposed of—and other things which will show us what to expect hereafter—and that done, the mug is brought and the pipe is lighted and the world along the banks of the vine-bordered river is bright and rosy again.

This ought to be enough, but the best remains to be told: Within the past week the news has come from South America that \$1,000,000 worth of contracts upon which American firms were bidding has been awarded to British and German houses, for the reason that the European bidders offered better material at lower prices, a statement which, while setting the German heart rejoicing, is suggestive that the American has become over confident and received a much-needed setback. Not many weeks ago, in quoting from an Australian newspaper, the Tradesman noted a similar circumstance in Melbourne, and rather boastfully asserted that England would find it to her advantage to send no more goods to the smallest continent because America could "offer better material at lower prices." It would seem now that she has chosen South America for the field of her future commercial endeavors.

The fact does not set well on the American stomach. There is too much in the rejoicing which implies a curiosity to know how we like taking an occasional dose of our own medicine, which is all the more disagreeable from the fact that we had begun to think that

that phase of our industrial life had been settled once and forever. Nor is there any reason for this rejoicing even if it is temporary. Our goods were telling their own story and making their own way. A fair profit would have been realized—was realized—if expenses only had been made. It is not good policy to be swinish ever and this fact is especially pertinent when so much is depending upon the introduction of goods into a country not inclined to look with any too much favor upon a nation said to be inclined to "absorb." The whole affair smacks too much of killing the goose that laid the golden egg, a fable not often applicable to the shrewd, wide-gauged American trader.

For more than a year American makers of iron and steel have been carrying all before them and close upon them have followed manufacturers of other lines. They have run over the trade rim separating them from foreign markets and while they have kept within reasonable limits success has attended them. Everywhere glowing reports have gone abroad as to the excellence of the American artisan. If this German and British rejoicing is an earnest of what is before us the expansion of American trade has reached its limit. Prices, it seems, are to depend not upon the worth of the merchandise and a fair profit, but upon the amount the purchaser can be forced to pay. Because the home markets have gone into the hands of trusts and prices here depend upon the whim of the manufacturer, the same feeling seems to have entered the exporter. It will fail and it ought to fail and unless this rejoicing of our commercial enemies shall teach a much-needed lesson the failure will prove to be a permanent one.

From investigations made at the factory of Messrs. Lumiere, at Lyons, it has been ascertained that continuous working under a ruby light has a curious effect upon the workmen. It produced a certain amount of bouyancy and excitability, but by substituting a dark green light it was discovered that the workmen were much less inclined to conversation and frivolity, and that in the evening they were much less fatigued than formerly.

If the craze for automobiles continues they will, before long, entirely supersede the use of the horse at the nation's capital, for not only have they become the fad with society people, but the shops, the express companies and the transit companies are rapidly adopting them.

Money should not be given to colleges which are educating hoodlums, allow hazing and permit acts of vandalism on the part of so-called students to go unpunished.

Man proposes and woman disposes—of the hard-earned reputations of heroes and statesmen.

Never marry a horsey girl. She may become a nagging wife.

History makes heroes and women unmake them.

GENERAL TRADE REVIEW.

The monotonous story of continued dulness in speculative markets, with the exception of grain and cotton, and readjustment to lower price levels in most manufactures is still continued. Yet it is to be noted that payments which record themselves through clearing houses are greater than ever before throughout nearly all the country, and yet many works are stopped because orders are delayed. The orders to-day would tell of shipments and payments two or three months ahead, it is true, but there was indisputable shrinkage of such new business two or three months ago, and to many works then idle many others have been added, and yet all the payments for the first week of June outside of Boston, Baltimore and New York show a gain of 10 per cent. over last year and 23 per cent. over 1898; the Boston and Baltimore payments are 10 per cent. below last year's, but 20 per cent. more than in any other year, and New York payments are 14.9 per cent. below last year, but 22.3 per cent. more than in any other year. There is no denying such records; just where speculation plays a great part they fall off, but are larger than ever before at other cities throughout the country.

The course of the stock markets is still in the direction of decline on the general average, although changes continue very slight. This is attributed to the political situation and the increasing complications in China, which have more than neutralized any favorable results from the British success in Africa. Railroad stocks averaged a decline of \$1.73 a share last week, for which no reason beyond general apprehension of foreign uncertainties can be given. The industrials ended only 54 cents a share above the lowest point they have ever touched, May 17, but declined for the week only \$1.26 a share, and a steadily increasing number of them appear to have reached a point at which buying and holding are under ordinary circumstances sufficient to maintain prices.

Changes in iron prices continue in the direction of a lower level. The formal reduction of \$4.90 in the Pittsburg price of Bessemer pig, and the fall of \$2 in Southern and \$3 to \$4 in Eastern pig, would have had a much greater effect had it come before midsummer interruptions were so near. Summer holidays, disagreements about wage scales, and the political campaign will now make it less effective, especially as there is serious curtailment in the demand for nearly all finished products of iron and steel, some of which have not yet been reduced in price from the highest point.

Prices of textiles have generally been held nominally at the high level until this week new and lower quotations have become necessary, although the changes, where made, are not as great as the decline of a cent in cotton and 3 cents in wool. Boots and shoes still continue dull on account of the maintenance of the high price in leather, in spite of the material decline in the hide market.

THE COPPER COUNTRY.**Progressive and Prosperous Calumet, Houghton and Hancock.**

Calumet, June 9.—On our way to the Copper Country business took us to the thriving village of Pequaming, about nine miles north of L'Anse on the east shore of Keweenaw Bay, Lake Superior. It is a lumbering town and a model one. The owner of this beautiful well-built little nook, Mr. Charles Hebard, controls the entire property; his mills cut over 25,000,000 feet of lumber every season; he has made a strictly temperance place and takes pleasure in telling his visitors that by doing so he has had the best kind of results, in having good, industrious and sober workmen that stay with him year after year. He is generous to all his tenants, giving them house rent free. He finds this the best kind of investment as it secures for him the very best quality of labor. The lowest figure on his pay rolls for a day's labor is \$1.75, while some of the most skillful men make as much as \$9 per day.

In going to Pequaming from the railway station at L'Anse, we took in preference the road which skirts along the shores of Lake Superior. This is a most charming drive, as the wild cherry tree and the tame fruit trees in many fine orchards that we passed were in full bloom, which was a surprise to us in this far northern region. These farms that we passed are owned and cultivated by Chippewa Indians whose Government reservation and missions are located here; these Indian settlers of the lands of their forefathers are a thrifty, industrious, and sincerely religious people; the majority of them belong to the Methodist church, a neat house of this denomination being on their mission grounds about midway on the road. Instead of filling up with the white man's fire water they take for their annual outing and feast the real old-fashioned Methodist camp meeting and enter into the spirit of this pious gathering with as much if not more enthusiasm as their white brethren.

Houghton, one of the prosperous cities visited, is located on Portage Lake, and contains over 5,000 people. The past season has seen erected a number of new, splendid, sandstone buildings; among them is an elegant hotel, a much needed improvement in this section. The management of this hotel has been given to John Mann, formerly of the Knight Hotel at Ashland. He is considered to be one of the most popular hotel men in the country and is now in Chicago where he has purchased the most modern and up-to-date equipment that money can buy. He expects the hotel to be running by July 1.

Hancock, on the opposite of Portage Lake, has about the same population as Houghton. The Quincy mine, one of the principal mines on the Copper Range, is located here on the hill, 600 feet above the town. This mine has an output of about 800 tons a month; also the Franklin with an output of 300 tons a month. These mines have general stores on the location which do an immense business, especially that of James H. Seager on the Franklin location. He has two stores and is also President of the First National bank of Houghton, one of the wealthiest and most profitable banks in the State.

Calumet, the metropolis of the Copper Country, is now reached. When the explorers discovered copper in this district it was in a primitive wilderness; a forest of heavy timber covered all the land, not an attractive place to build a city. Since then all the wood of the forest has been hewn down and consumed in the boilers of the mining plants to make steam to raise the copper rock to the surface and the tall pines that covered hundreds of acres have been sent thousands of feet below the surface to support the openings made by taking out the mineral wealth. The opening and developing of these mines was the means of attracting a great amount of capital. Fortunately for the city's welfare the early pioneers who opened up these mines were determined to make it a good moral settlement, encouraged good schools and placed all necessary

restrictions on the liquor traffic.

Calumet with its surroundings scattered in a radius of about five miles contains about 40,000 people. A great proportion of the population are miners, from all sections of the globe. It is said that there are over thirty languages spoken. The clerks in the stores to be of value to their employers must be acquainted with at least four, and to be conversant with a number of others is a desirable acquisition.

The most valuable copper mine in this region, and for that matter, in the world, is the Calumet & Hecla. This property has paid back to its shareholders many, many very large fortunes, now fast approaching the hundred million dollar mark in dividends since it has been in operation. At present a decline has taken place in the price of its shares owing to a fire having broken out in one of the lower levels of the mine, and the extent of depreciation will depend entirely on the amount of destruction the fire may do the working part of the mine which still contains copper-bearing vein rock. An underground mine fire is a serious problem for the mine managers. It baffles them as to how most efficiently to extinguish the flames. Water will not reach the under side of the timbers and those parts remote from the shaft. Past experience has taught them to seal the shafts and thereby exclude all air and draught. The combustion consuming the oxygen was most effectual in extinguishing it. The forcing of carbonic gas has also been used with success by the Calumet & Hecla management.

The mining of copper has been one of the industries that has been stimulated by the McKinley wave of prosperity, caused by the building of new electrical roads, telephones and the electrical lighting and other supplies. The price now fluctuates between 16 and 17 cents a pound. This price affords a splendid margin of profit, as it is claimed it can be mined at 10 cents and pay good dividends to the shareholders. Calumet boasts of having the finest schools in Northern Michigan. President Agassiz, one of the largest shareholders and President of the company, takes a personal interest in the building up of this splendid school system. Calumet school directors believe in having the best educational ability that the country affords and they obtain it by paying salaries that attract teachers of ability who would not otherwise leave a more congenial climate to come to this land of six months winter.

Another great attraction that commands the attention of all who come to

Calumet is the high standard of excellence and quality of musical entertainment given by the Calumet & Hecla band, an organization that attracted attention in the cultured city of Boston when it went with the Knights Templar.

Calumet has shown a rapid growth in the last four years; that part of the location which is the incorporated city of Laurium has made rapid strides, gaining a population within that time of over 4,000. The estimate is that the census taken will give them 10,000. One of the handsomest mercantile establishments of the city is located here; it is that of J. Vivian, Jr., & Co. It would do credit to Milwaukee, with its fine plate glass front and elevators and the modern improvements of a first-class store. That part of Calumet known as Red Jacket has made many notable improvements in the business buildings. Messrs. Ruppe & Son, E. Ryan, Vertin Bros., and Hosking have modern stone and brick stores, containing their own electric light plants and other improvements. One pleasant feature of the Calumet merchants is the cordiality and promptness with which they treat the traveling representatives of the wholesale trade.

The mines paying their employees monthly only makes it necessary for the merchants to extend one month's credit to the customers, and this accounts for the prosperity of the old established merchants, as they have a long list of customers who can buy as cheaply of them as they can of the cash merchants, and they can not go to another merchant and open an account if they are not square where they are dealing. The cash stores have a quiet time generally the week preceding a general pay day.

Nothing in the way of shoddy or even the cheaper and coarser class of goods is wanted by the copper miner, therefore the man who sells a high grade of merchandise and has the confidence of the dealer has a trade in the Copper Country that he can be proud of.

The Calumet & Hecla mine is one of the most wonderful mines in the world, but not more so than the Tamarack mines adjoining. All these mines have attained a depth of over 5,000 feet vertical depth, and on the incline of the vein some of the shafts are over a mile in depth. As the principal shafts have been in operation over a quarter of a century, they, of course, are operated on a scale that requires the use of the most powerful machinery that the ingenuity of man can design. The Calumet & Hecla has its own designer of machinery and mining engineers from

all parts of the world come here to study it. One of the hoisting engines that the writer saw has a capacity of nearly 8,000 horse power, and is furnished with steam from a battery of ten steel boilers of a thousand horse power each. This mammoth engine raises a load of ten tons of rocks at the rate of over fifty-five miles an hour.

The Calumet & Hecla company employs over 3,500 men in the mines and mill, and its liberal and kind treatment of them has been the subject of many a news letter. The company provides its employes with medical attendance and medicine and it also pays every employe the sum of \$25 per month for all time lost by sickness and accident and pays \$500 to widow or relative of every employe killed while on duty. A few years ago the company paid an equal amount into a fund to maintain this expense with the employes, but now the fund is large enough to sustain itself.

All the mines in Calumet employ about 12,000 men, making a sum of \$600,000 paid to the miners monthly. It will therefore be no surprise that this city has had continued prosperity, as never in the history of the mines has it been closed down except for a brief time in case of a fire. In speaking with one of the shareholders he said the true value of the mine was difficult to estimate as they had now over \$25,000,000 worth of vein rock ready to be broken or blasted out and hoisted to the surface, and with an inexhaustible supply to draw from in the future.

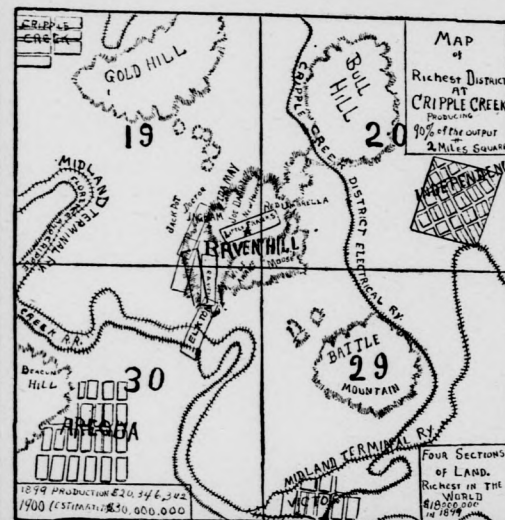
We paid a visit to an old mine that has been recently recapitalized, since the rise in copper, known as the Mass mine. This mine produces a formation of pure copper which is something out of the ordinary. The rapid growth of the town of Mass City, organized by the company, has been phenomenal, with its population of over 1,000 people and fifteen saloons in less than one year attracted by future prospects of this mine.

The people in this section are delighted to know that the long promised electric road will soon be built. A large consignment of rails was received at Hancock last week. It is proposed to connect all of the towns in the mining region by this road, which will be one of the most important improvements that can be made in this vicinity and will prove a great convenience.

There are now under construction two new railroads into the town, Dakota, South Shore & Atlantic and the Copper Range. The company is also erecting a larger smelter on L'Anse Bay.

CRIPPLE CREEK \$18,000,000 IN GOLD

TAKEN IN 1899 FROM 2,500 ACRES.



Stock 15 Cents Per Share
Full Paid and Non-Assessable. Amount Limited.

RAVEN HILL is the center of this rich tract of land. Our property is on the top of Raven Hill and surrounded by good mines whose stocks have advanced 100 to 5,000 per cent. Personally examined and vouched for by the following well-known Grand Rapids men:

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Who invite their friends to purchase some of this stock as they have done. Organized, owned and managed here. Prospectus free at stock and bond offices of

Alfred O. Crozier & Co.,

19-21 Fountain St. Auditorium Building Ground Floor.

Also Open Evenings for a Few Days.

CARELESS OF CREDIT.

Little Things Which Affect a Merchant's Standing.

It has long been a profound conviction of the writer that in the fullest sense the value and importance of an untarnished commercial credit are greatly underestimated by a much too large number of the tradesmen of our country. It, unfortunately, is not uncommon to find those who, while jealous of their rights as citizens, proud of an honorable family record and rejoicing in the esteem of their fellow-men, are seemingly unconscious of the fact that commercial integrity is something to be equally proud of and that credit is a sacred thing.

Character and credit are synonymous. Neither can be smirched and be fully restored. A single mistake in a lifetime has ruined many a man's character and likewise the commercial honor of many a business man has been so stained by a single departure from what is just and honorable that never again has he enjoyed the full confidence of his fellow-men.

Sharp business practices which are morally wrong, although legally safe from attack, have been so frequently indulged in and so often condoned, and even looked upon as evidences of business acumen, that the standard of business morals in our land is far from elevated, and it is a misfortune that the same stigma which attaches to those who seek to evade the payment of honest debts in some of the European countries does not follow similar acts here. It is, however, not the purpose of this article to consider the methods of the dishonest trader, but to refer to the great mass of well-meaning merchants who seek success and gain through honorable means, but who may be unconsciously indulging in practices hurtful to their credit.

It will probably be admitted that many little and comparatively unimportant things are permitted in business transactions to-day which could not be squared to the Golden Rule, or even pronounced just or honorable, and outside of business in other walks in life would be scorned by the same man who practices them in commercial transactions. They have, however, become so ingrained into business custom that the wrong is not realized, and here it is, the writer believes, that many well-intentioned merchants, little by little, undermine their credit.

The view point from which these statements are made is that of the wholesaler as touching upon his relation with the retail merchant, and it is hoped that a consideration of the subject may cause all who chance to read this article to cherish more deeply that priceless boon, a high commercial credit.

The methods employed by the merchant are conceded to be strictly his own affair, but the effects thereof are more far-reaching. To illustrate: The man who is known to keep books of accounts, not necessarily an elaborate set of books, but something from which he or others may obtain a correct and intelligent idea of the condition of the business, must command more confidence than his neighboring tradesman who does not keep books, or does so in such a manner as to be worthless as a record of business conditions, and it does not matter whether the business is conducted on a cash basis or not. Careful book-keeping cultivates system and accuracy, both invaluable accomplishments in a business man.

Confidence in his ability to pay his debts will also be directly affected by the manner in which (if he does a credit business) he trusts out his merchandise and collects his debts. This is the one stumbling block over which thousands of merchants have fallen into financial ruin, and its importance as a factor in business must not be overlooked. It must be remembered that a certain class of accounts are not as good an asset as merchandise, and that the proportion existing between the merchant's stock on hand and the amount standing out will have much to do in determining his desirability as a credit risk.

The connection between this and credit may not at first be apparent, but when it is remembered that a carefully-taken inventory acquaints the owner with his stock, and helps him to determine what goods are undesirable and should be sold, and because of this knowledge helps him to buy intelligently, not exceeding his actual needs, then it may be readily seen how much this means to those who are lending him credit. Overbuying has been the first step toward bankruptcy in a great many instances.

This is an extremely important matter. A proportionate amount of insurance to stock in trade is an evidence of prudence. Too much insurance excites suspicion, and too little indicates a lack of appreciation of the risk involved. The right amount always kept in force creates confidence in the sagacity and ability of the merchant.

Neglect in this direction is hurtful, because it can not fail to convey the impression that negligence is a habit and applies equally as well to matters of more importance. Business letters should receive prompt and courteous reply and particularly requests for the settlement of matured obligations. If a few days' extension seems desirable, it may almost without exception be obtained if asked for when bills are due, and reasons therefor stated.

It is unfortunate that there are merchants who have a prejudice against making a showing of their affairs over their signature, because the refusal is so naturally and so justly construed as a desire to conceal existing conditions, and the inference can only be that those conditions are not favorable to the obtaining of credit. If it could only be borne in mind that the willingness to state facts begets confidence, while evasion and refusal excite suspicion, there would be less trouble in obtaining signed statements. What harm, indeed, can follow a simple telling of the truth? A merchant's position in regard to this question makes or mars his credit in a high degree.

At the beginning of this article reference was made to practices prevailing in business which could not be looked upon as fair or honest. Among these may be mentioned: Making unjust claims, returning goods, taking excessive discounts, refusal to pay interest, countermanding orders after goods are made, etc. There is much to be said on both sides in reference to these questions, but the principle involved is much the same, and its application here may be made in a few words. The habitual practice of these things will not only gain for the merchant an unenviable reputation as a man, but will positively impair his credit and, just in proportion to the extent that he is found committing these little acts of commercial piracy; while on the other hand, he who avoids these things, and in all

his affairs keeps ever in mind that which makes for honesty and uprightness and fair dealing, is building for himself an unsullied credit and insuring to himself an honored name.—George G. Ford in Grocery World.

The College Man in Business.

It is said that Horace Greeley once posted on his outer office door this notice: "No Harvard or Yale graduate, or other horned cattle, wanted here." However absurd or amusing these words may sound, it is undoubtedly true that in many business circles there is still considerable opposition to what may be called the college movement in America. That this opposition is not universal, however, is evident from the large endowments of our higher institutions of learning by thoughtful men of the business world.

The college man seldom, if ever, regrets his early training, while the really successful man of business sooner or later realizes the value of such an education, and grieves for lack of it. Those who are most ignorant of the advantages of a college training are generally the most violent in their opposition to such training. The best men in the best circles of the business world favor college-bred men. There are a few who still hold that higher education unfits a man for success in business. If success means reaching the millionaire round of the ladder, there is probably some truth in this statement. Except those who have inherited large fortunes, a very small percentage of business men can acquire a million or more. With those who do, it is sometimes the case that, sooner or later, nothing but their business can give them gratification or pleasure. The college-bred man will be

pretty sure to desire other things than wealth; and, desiring these, he is not apt to give to his business that continuous and absorbing attention which makes the millionaire. After ten years' experience in the business world, he will easily lead the uneducated business man, all things considered; but he will have an avocation as well as a vocation; and, while he will be successful, he will work to live, and not live to work.—Professor Canfield in Success.

Hen News from Down East.
From the Daily Kennebec Journal.

Down in South Sebec a hen recently hatched out a brood of twenty chickens, although only thirteen eggs were placed under her.

A Blanchard hen has hatched a chicken with four legs, all of which were perfectly formed and about two inches apart. It was so different from the rest that the mother killed it.

For anything in the line of **Steam Heating, Hot Water Heating, Hot Air Heating, Plumbing or Sheet Metal Work of Galvanized Iron, Black Iron, Tin, Zinc or Copper,** write your wants and you will receive full information; also as pertaining to Mantels, Grates, Tiling, Gas and Electric fixtures. Largest concern and best show rooms in the State.

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97 & 99 Pearl St.
Grand Rapids, Michigan

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company

Grand Rapids, Michigan

Around the State

Movements of Merchants.

Mt. Pleasant—T. A. Winans, meat dealer, has sold out to Leo Wardwell.

Ludington—Madsen & Johnson succeed James Madsen in the meat business.

Sickles—W. F. Markham has purchased the dry goods and grocery stock of Benson & Crawford.

Wayland—J. M. Burpee succeeds H. J. Slade in the produce business. Mr. Slade will remove to Ft. Wayne, Ind.

Ada—H. H. Bradford has purchased the grocery stock of Geo. La Barge and will continue the business at the same location.

Coldwater—Nichols & Balcom is the style of the new firm which succeeds Nichols & Collins in the coal and wool business.

St. Joseph—The Commercial State Bank of St. Joseph has applied to Commissioner Maltz for permission to increase its capital from \$25,000 to \$50,000.

Battle Creek—E. W. Wilson has his new store building completed at the corner of Exchange street and Lake avenue and is occupying same with his grocery stock.

Portland—Perry N. Moore has disposed of his interest in the grocery stock of A. H. Moore & Co. to Clyde Moore, and the firm will hereafter be A. H. Moore & Son.

Newport—The Newport creamery, owned by Cash Nauman & Co., was destroyed by fire Tuesday morning; cause unknown. Loss on stock, machinery and icehouse, \$2,500.

Marshall—John W. Marshall, formerly engaged in business at this place, has purchased the clothing stock of his brother, R. B. Fletcher, and will shortly remove from St. Joseph to this place.

Saginaw—The machinery for the Saginaw Produce and Cold Storage Co.'s plant on North Niagara street was shipped yesterday and it is expected that the plant will be in operation the last of the month.

Ionia—E. H. Cogswell, who has been in the employ of G. F. Phelps for the past nine years, has opened a grocery store at 410 Main street. W. J. Gould & Co. and the Worden Grocer Co. furnished the stock.

Detroit—The Hoyt Steam Laundry Co. has been incorporated with a capital of \$10,000, fully paid in. The shareholders are: Thomas J. Hoyt, 989 shares; Claude A. Weymouth, 10 shares; Elmer L. Allor, 1 share.

Cadillac—Wm. McAdie and John DeYoung have purchased a third interest in the Michigan Iron Works plant of the estate of the late Robert Leslie. The name will remain the same as heretofore—Wm. McAdie & Co.

Ishpeming—The Finnish Mercantile Association, which began business here about a month ago, buying out the store conducted by Kangas & Co. at the corner of Division and First streets and the butcher shop of Oscar Forsberg, has had a notably successful career to date. In fact, the business has been so good that it is the intention to begin work on a new business block with little delay. Two lots on Division street have been purchased. A block occupies one, in which the butcher shop is located. While no steps have yet been taken to secure the erection of the proposed building, it has been definitely decided to build it, as more room than the present quarters afford is demanded for the proper conduct of the business.

Adrian—The grocery stocks of Neil Gray, 3 East Maumee street, and A. R. Lowry, at 37 North Main street, have been consolidated under the firm name of Gray & Lowry. The business will be conducted at the North Main street store.

Houghton—I. E. Swift & Co.'s new hardware store in the Sheldon-Calverly block is fast nearing completion and will be ready for occupancy in a few days. The furniture, as well as a portion of the stock, has arrived and is being transferred from Ruelle & Dube's warehouse to the store as fast as possible.

Kalamazoo—A. L. Flexner will shortly open a department store in the Upjohn block on South Burdick street. The building is undergoing radical improvements, including a large plate glass front. Mr. Flexner is also the owner of a large store in Dakota, which is under the management of his brother and which will eventually be merged into the enterprise here.

The Boys Behind the Counter.

Constantine—R. W. Cochrane has been employed as pharmacist in Younglove & Co.'s drug store, taking the place of Omar A. Nichols, who will return to his home in Detroit.

Cadillac—Fred Sackett, who recently resigned his position as clerk in L. B. Bellaire's grocery, is now in St. Paul, Minnesota. Mr. Sackett is making a tour of the Western States on a bicycle, and at the same time looking for a position.

Central Lake—Miss Belle Smith has gone to Mancelona to accept a position in J. L. Farnham's general store.

Cadillac—James R. Sayles has resigned his position in L. J. Law's clothing store and gone to Wisconsin, where he will be the traveling representative of a Chicago wholesale house.

Cheboygan—Will Van Tassel, who has been employed in the C. P. Cueny grocery for several years, has resigned his position in that firm. Mr. Van Tassel expects to remove to the Soo.

South Haven—John Ghent, for several years registered clerk at Hill's drug store, has taken a similar position in Strong's drug store.

Petoskey—Jacob Greenberg, who has been in the employ of S. Rosenthal & Sons for the past six years, has taken a similar position with Levinson's Fair.

Shelby—Girard & Edwards have a new clerk in their dry goods store in the person of Wm. Marsh, of Pentwater.

Houghton—Arthur Emmons has taken the position of manager of the builders' hardware department of I. E. Swift & Co.'s new hardware store.

Harbor Springs—Harry Metz, who recently returned from M. A. C., has taken a position with W. J. Clarke in the grocery department.

Cadillac—Carl Ericson has resigned as salesman at the Granite Block clothing store, and accepted a more lucrative position with a clothing house in Seattle, Washington, and will leave in a couple of weeks for that Western city. His family will remain in Cadillac until he thoroughly familiarizes himself with his new duties.

Oceana Strawberries in Market.

Shelby, June 11—The first strawberries of the season were shipped to Chicago to-day. They were very nice. Owing to the copious rains, there will be a large crop to go from this section.

All other fruits are looking good and are out of harm of frosts.

J. H. Chapman.

Call For a National Produce Shippers' Association.

Detroit, June 12—The average crop of potatoes in the United States for the past five years is 215,316,810 bushels, amounting to \$82,382,372. This amounts to 430,632 carloads of 500 bushels each. All perishable. Shipments are often made 1,500 to 2,000 miles in both extreme cold and hot weather.

No one will question the absolute need of a compact and thorough organization. Such an organization has never been attempted. Such an organization must be apparent, as our shipments are perishable and must be handled quickly and judiciously to avoid loss. Among the objects thus sought to be attained are the following:

1. Much needed social intercourse.
2. Avoiding market gluts.
3. More prompt disposition through more reliable channels at terminals.
4. Sworn individual truck load weights at terminals. This condition exists in Philadelphia and a few other large cities and is eminently satisfactory.
5. Better protection for receiver as well as shipper.
6. The publication of our own organ, peculiar to our own conditions and for our mutual interests.
7. Protest against discriminating rates and any other abuses of transportation.
8. Better seed stock; more care in loading; round housing in extreme cold weather and refrigerating in extreme hot weather; more prompt collection of freight overcharges; avoiding houses which over quote; eliminating the unreliable shippers and receivers, etc., etc.

We may differ widely on these questions, but when we get together we can and will make the organization what we want it.

Every shipper should be interested. Let us have a large representative meeting in Detroit, Aug. 29 and 30.

Rates will not exceed one fare for the round trip and will probably be one cent per mile, granted the Knights of Pythias. Tickets good coming Aug. 25 to 28, returning to Sept. 5, or, on payment of 50 cents, extended to Sept. 14.

Baker, A. L., Minneapolis, Minn.
Buck & Bolton, Gaylord, Mich.
Bane, R. R. & Co., Detroit, Mich.
Cleveland, E. L. Houlton, Me.
Emerson, C. C., St. Paul, Minn.
Ferrin Bros, Detroit, Mich.
Freeman, C. G., Pontiac, Mich.
Lovely, W. H., Howard City, Mich.
Moseley Bros., Grand Rapids, Mich.
Parkhurst, E. E., Presque Isle, Me.
Penney, A. M., Waupaca, Wis.
Randall, C. L., Oxford, Mich.
Rockafellow Grain Co., Ltd., Carson City, Mich.

Starkes, L., Plainfield, Wis.
Skallerup Bros., Chicago, Ill.
Waupaca Starch & Potato Co., Waupaca, Wis.

Wells, C. H. & Co., Greenville, Mich.

Michigan Produce Shippers' convention Aug. 28 and 29, until noon.

National Produce Shippers' Convention Aug. 29, afternoon, and Aug. 30.

R. R. Bane, Acting Sec'y.

Interesting Meeting of the Port Huron Association.

Port Huron, June 11—At the last meeting of the Merchants and Manufacturers' Association, F. D. Sanborn, Geo. Sargeant and D. C. Kinch were elected to membership.

A communication from the Jackson Grocers' Association gave the information that the decision had been reached not to come to Port Huron this year.

The committee on the proposed moonlight excursion reported favoring an excursion on the steamer Conger within three weeks. The report was adopted and the committee was instructed to carry out the program proposed.

The special committee on the invitation to the new Marine City Association reported recommending that a meeting be held for the entertainment of the visitors at a date yet to be named. The report was adopted.

A motion was adopted recommending

that the Mayor of the city be invited to call a meeting to consider the question of a Fourth of July celebration. A committee of five was appointed to represent the Association in the meeting. H. C. Knill, E. S. Post, L. A. McCarthur, F. J. Haynes and Phil Eichhorn were appointed as that committee.

Messrs. Little and Fuller, Bay City grocers, presented the urgent invitation of their Grocers and Butchers' Association for the Port Huron Association to join in the jubilee to be held in Bay City in August. A committee of five was appointed to report on a plan of action. Messrs. F. C. Wood, W. D. Smith, Jr., C. Lauer, Phil Hoffman and Geo. Parker were named as the committee.

The Grain Market.

Wheat has taken on new life—the situation has entirely changed. Prices have made a steady advance since last week. Winter wheat has advanced 5c and spring wheat 6c per bushel for July option. The visible showed about 300,000 bushels decrease, leaving it about 44,704,000 bushels—about 17,000,000 bushels larger than at the corresponding time last year. The crop damage in the winter wheat belt is becoming more pronounced and the drouth in North and South Dakota, as well as in Minnesota, is not broken to any extent. The foreign crop news shows no betterment. The Government crop report estimates spring wheat at 87.3 and winter wheat at 82.7, all of which strengthened the market. The conditions seem to favor still higher prices and the shorts were bidding up to buy what they had sold short. With the present crop prospect there will hardly be 200,000,000 bushels of spring and 330,000,000 bushels of winter wheat, making a total of 530,000,000 bushels, against 547,000,000 bushels in 1899 and 675,000,000 bushels in 1898. As we need 400,000,000 bushels for our own use and will export 200,000,000 bushels, any one can draw his own conclusions as to prices in the future. Then present prices may look cheap, as no amount of rain can make an average crop of spring wheat now.

Corn has felt the advance in wheat, but not to such an extent as the position in that cereal warrants. Trading is very much restricted, owing to the small stocks in sight. While these cold nights are not propitious for the growing crop, still there is plenty of time yet providing the season is right, but we need a large amount to bridge us over until the new corn crop is fit for use.

Oats are only steady. There is no boom, nor will there be, as the new crop will be available long before corn comes in.

In rye there is nothing doing—hardly any trading.

The receipts were: 49 cars of wheat, 9 cars of corn and 10 cars of oats.

Millers are paying 70c for wheat.

C. G. A. Voigt.

Cadillac Clerks Join Hands.

From the Cadillac News.

Thirty-five or more of the retail clerks of this city met last evening for the purpose of organizing a Retail Clerks' Association. The following officers were elected:

President—George McInnes.

Vice President—L. W. Rogers.

Secretary—Oscar Johnson.

Treasurer—B. A. Benson.

It will be the object of the members to promote sociability among themselves and to conserve their mutual interests. Another meeting will be held on Monday evening of next week.

Someone says: "You can not shake the hand of fate." It is quite as impossible to shake fate

Grand Rapids Gossip

The Produce Market.

Asparagus—30@35c per doz. bunches.
 Bananas—The market for bananas is steady, with an active consumptive demand. Prices are unchanged, but are firmly maintained.
 Butter—Factory creamery is weaker and lower than a week ago, fancy stock commanding 18c. Dairy grades are coming in freely, fetching 13c for packing stock, 14c for choice and 15c for fancy. The receipts are heavy, running largely to packing stock.
 Beets—30@35c per doz. bunches.
 Cabbage—Caro stock commands 75@90c per crate. Mississippi stock fetches \$3 per crate.
 Cherries—Sweet command \$1 per 16 qt. crate. Sour fetch \$1.25 for same quantity.
 Cocoanuts—\$3 per sack of 100.
 Cucumbers—35@40c per doz. for home grown.
 Eggs—Receipts are large and price is firmly maintained at 10@11c on a commission basis.
 Green Peas—75c per bu.
 Green Stuff—Lettuce, 50@60c per bu. for outdoor stock. Onions, 10c per doz. for evergreen and 12c for silver skin. Parsley, 30c per doz. Pieplant, 50@60c for 50 lb. box. Radishes, 10c per doz. for long, 8c for round and 12c per doz. for China Rose. Spinach, 35c per bu.
 Hay—Carlot prices, track Grand Rapids, are: No. 1, timothy, \$12.50; No. 2, \$11.50; clover mixed, \$11.50; rye straw, \$7.50; wheat and oat straw, \$5.50 @6 per ton.
 Honey—Fancy white commands 14@15c. Amber is in demand at 10c, while dark is held at 9c.
 Lemons—The market for lemons is still higher this week and prices for the best grades show an advance of 25@35c per box. The lower grades show an advance of about 15c per box. This past week prices were the highest of the season. There are continued reports of the poor keeping quality of the California lemons. This will force dealers to buy Sicily lemons, as no one wants to buy stock that will spoil on their hands in a short time.
 Maple Sugar—8c for imitation and 9@10c for genuine.
 Maple Syrup—Selling at 80@90c per gal., as to quantity and quality.
 Oranges—Mediterranean sweets, \$3 @3.25; fancy seedlings, \$3.50; bloods, \$3.50@4 per box.
 Pineapples—Havanas and Jamaicas command \$1.50@1.75 per doz. Floridas fetch \$2.25 per doz.
 Plants—Cabbage, sweet potato and tomato, 75c per box of 200. Celery, 90c per box.
 Potatoes—\$1 for new and 40c for old.
 Poultry—The market is stronger and slightly higher this week, due to favorable local conditions. For live poultry local dealers pay as follows: Broilers weighing 1½ to 2 lbs. command 17@18c per lb. Squabs, 1.75@2 per doz. Pigeons, 50c. Chickens, 7@8c. Fowls, 6@7c. Ducks, 8c for old and 14c for spring. Turkeys, 10c for hens and 9c for gobblers. For dressed poultry: Chickens command 10c. Fowls fetch 9c. Ducks are taken at 10c. Turkeys are in fair demand at 11c for No. 2 and 12c for No. 1.
 Strawberries—The receipts are heavy, the local crop being enormous. Prices range around 75c per 16 qt. crate and will probably go no higher. The quality of the local crop is superb, the size running large.
 String Beans—\$1.25 per bu. crate; \$1 for ⅔ bu.
 Tomatoes—Florida stock commands \$3 per 6 basket crate and \$2.25 for 4 basket crate.
 Turnips—75c per bu.
 Wax Beans—\$1.25 per bu. crate; \$1 for ⅔ bu.
 Henry H. Bradford has engaged in the grocery business at Ada. The Worden Grocer Co. furnished the stock

Albert C. Cain, flour and feed dealer at Rome City, Ind., has formed a co-partnership with Wm. Deltz and engaged in general trade under the style of A. C. Cain & Co. The grocery stock was furnished by the Worden Grocer Co.

W. W. Pearson, who has been engaged in the clothing business at Fremont for several years, has leased the large store building formerly occupied by the Newaygo Improvement Co., at Newaygo, and will open a department store therein about June 15. Mr. Pearson purchased his dry goods of Edson, Moore & Co., his groceries of the Musselman Grocer Co., his shoes of the Bradley & Metcalf Co. and Wolf Bros., and his crockery and glassware of E. M. Shaw, of Newaygo, who will discontinue the sale of this line in consideration of Mr. Pearson's agreement not to carry a line of hardware.

The Citizens Telephone Co. has purchased the Peninsular Telephone Co. system, comprising local exchanges at Bellevue and Athens and long distance lines running from Charlotte to Battle Creek via Olivet, Bellevue and Penfield, thence to Athens, thence to Homer via Union City and Tekonsha, thence to Coldwater and Quincy; also an unfinished line from Concord to Jackson. This is one of the most important purchases yet made by the Citizens Co., because it places the Citizens system in direct communication with a chain of important towns in Central and Southern Michigan. The exchange at Athens will be entirely rebuilt with the most up-to-date construction.

Judge Perkins on Cripple Creek.

"The element of risk we consider practically eliminated in our Cripple Creek gold investment from the fact that we have selected strictly inside property at the center of the four sections of land from which over \$18,000,000 in gold was taken last year and about \$25,000,000 will be mined this year," said Judge Cyrus E. Perkins, who is trustee for receiving the subscriptions, to-day.

"This output is at the rate of \$10,000 per year for every acre, which would be an investment at 10 per cent. on a valuation of \$100,000 for each acre in that small district. We pay \$100,000 cash and one-fifth the stock for about fourteen acres. We don't see how we can lose anything, and we think we have a chance of making from 100 to 5,000 per cent.

Collapse of Robert B. Sulter.

R. B. Sulter, of Cleveland, whose inflated quotations have received frequent attention at the hands of the Tradesman, made an assignment Monday to J. T. Heald, with assets and liabilities nominally the same—\$3,500. It will be remembered that this is the man who tendered the Tradesman a 9 inch advertisement some three months ago, which offer was declined, at which time the Tradesman gave its readers certain very good reasons why the announcements of men of the Sulter ilk would not be admitted to its columns.

A. E. Brooks is spending a couple of weeks with friends at Denver and Topeka. His chair is being occupied in the meantime by Perry Barker.

It is hard work to marry an heiress; but lots of loafers are ready to undertake the job.

The man who has laid by something for a rainy day now has days to spend it.

The Grocery Market.

Sugars—The raw sugar market remains practically the same as last week, prices for 96 deg. test centrifugals now being 4½c. On account of the strong advancing tendency of raws, it was generally expected that prices for refined sugar would be advanced 10 points for the entire list. The market has been firm, with a good demand, but the anticipated advance has not yet been established.

Canned Goods—The chief point of interest in the canned goods line is in the pea pack. The market on the new pack of peas is in a very unsettled state owing to persistent reports of damaged and light crops. There is a fair demand for the cheaper grades of peas, but no one seems to want the better grades, in view of the general uncertainty in the situation. Buyers generally are holding off until things become more settled. A well-known Baltimore packer writes as follows: "In our opinion the pea pack in this section will be about three-fourths of last year's, which was a very short one. We think the present week will see most of the peas in this section in cans and our growers tell us that the early June peas will be over entirely next week. Up to this time we have packed only about one-half of our usual quantity. The price of raw material is the highest we have known in years." Every one recognizes now that the Southern pack will be small, but with the Western pea growing sections to fall back on, all hands will likely get peas enough in the end. Not only has the Baltimore pea pack proved a great disappointment as to size, but the quality of practically all the peas that have so far been packed is declared to be very inferior to that of former years. The present indications are that prices will move up a peg or two during the coming week. The spot tomato market continues strong, with considerable buying. There are some indications of higher prices. The demand is still good from nearly all quarters. Corn is very dull, with but few sales made. New pineapples come in for considerable interest and there is some buying of them, but not so much as for the past two weeks, as peas claim the most attention now. Some business is being done in new strawberries at prices which are regarded as low. The strawberry pack is very large this year. Future canned peaches are selling more freely, with a more active market for spot goods. Sardines are showing more signs of activity and more movement is noticed in them than for some time. The run of fish on the Columbia River has been much better the last few days and some believe it is the beginning of a big June run. The freezers and picklers of salmon are shipping large quantities to Europe and they can afford to pay a much higher price than the packers. As it stands to-day the packers are not making much of an effort to put up salmon and, unless they get raw fish at about 5c per pound, they will not be able to deliver 50 per cent. of their orders this season. Another condition exists on the River which will go a long way toward making the business unprofitable and thus check the pack—a lively fight between the Association and the outsiders. Both sides are trying to see how much damage can be done the other and many of the packers have refused to name prices until conditions have settled down to a point where they can make figures with a reasonable certainty of at least getting their money back. Those packers who

are naming prices are making them only on the amount of goods they have ready for shipment and prices named do not apply to future business.

Dried Fruits—The dried fruit market is practically the same as last week, the only activity being in prunes and currants. Prunes still continue to pass into consumption at a good rate, mostly in small lots. It is stated that the crop of prunes in France will be large. Already low prices are being quoted in European markets for the new crop. With this situation on the other side and the prospects of an immense crop in this country, Californians will have to be moderate in their ideas of prices of this season's crop in order to make the export business what it should be. The peach crop will be quite as heavy as last season in California and indications are that there will be some of the finest peaches ever produced. Apricots are very quiet, there seeming to be no demand whatever. It is estimated that the apricot crop will be about 800 carloads. Raisins are exceedingly dull, with nothing of interest to report. Currants are decidedly firmer, due chiefly to a much firmer market in Greece, where the crop reports are not so favorable as they were a few weeks ago. A good business is done at present prices. Favorable advices continue to be received about the new crop of figs, which is variously estimated at all the way from 60,000 to 75,000 loads. It is expected moderate prices will prevail. Evaporated apples are about cleaned up. What few lots are left are mostly in cold storage and will probably be all sold out before the new crop comes in. Owing to the scarcity, prices are a little firmer, but there has been no positive change in price.

Rice—The rice market is very firm, with a continued good demand for all sorts, but especially for the lower grades. Offerings are very light and, consequently, sales are small. Reports from the South about the new crop are not encouraging. At a time when fully three-fourths of the acreage should have been well under way, scarcely more than one-third has been seeded. Certain limited sections in Carolina and Louisiana are doing finely.

Tea—There is nothing of interest to note in the tea market, but prices continue to hold steady. Jobbers seem to be fairly well supplied and do not buy in large lots. Offerings of new crop teas of various descriptions are being made and some business is done on these lines.

Molasses and Syrups—Molasses has slightly eased in price and the larger proportion of the crop has been disposed of. The demand for corn syrup is rather light just now, but prices remain firm and unchanged.

Fish—The outlook is for a good mackerel catch this season. The fish up to date have been mostly in small schools, but it is claimed that in all probability the catch will be larger than for a number of years.

Rolled Oats—Oatmeal millers have taken advantage of the strong grain markets to make an advance on rolled oats and have forced up prices 35c per bbl. As this price affords them only a very small profit, it will undoubtedly hold and may possibly go higher.

Nuts—There is a very good demand for peanuts just now, due largely to the opening up of the summer season. Prices are unchanged but the market is very firm.

For Gillies' N. Y. tea, all kinds, grades and prices, Visner both phones.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Pea beans have the call here and all of that variety are taken as soon as offered and bring the best prices. Marrows are in fair supply or easily obtainable, also mediums and trade is only fair. Marrows, \$2.10@2.25, outside for fancy; mediums, \$2@2.20; pea, \$2.15@2.30, outside prices for fancy; kidney, white and yellow eye are dull. Fancy prices are \$1.75@2.25 per bushel.

Butter—Buyers outside of cold storage speculators have been taking only enough to supply daily necessities and with good receipts there was a lower feeling near the closing for fancy creamery. This was followed by a decline of fully 1/2c to-day, with good prospects of another decline to-morrow. Dairy continues scarce considering the demand and the market is firm for fancy. Low grades of butter of all kinds are in active request and selling proportionately higher than ever known in this market. Extra creamery, 20c; firsts, 18 1/2@19c; good to choice, 17 1/2@18c; dairy extra, 18@18 1/2c; good to choice, 17@17 1/2c; crock butter, fancy, 17c; fair to good, 15@16c.

Cheese—No new full grass cheese in market yet and the best mixed lots are not quotable above 10c, with 9@9 1/2c nearer the market, and holders are anxious to unload. This fodder cheese must sell lower, and is not fixing the price for well cured full grass by any means, as that quality will bring a premium in this market irrespective of the manipulations of Eastern buyers. We want full cream grass cheese. The trade here is sick of poor stuff and will not take it at any price.

Eggs—The market is weak. Western sellers are offering fine stock at 12c and cold storage buyers seem to be filled up. The few speculators left are not anxious purchasers under present weather conditions, and with only a light local trade for strictly fresh or closely candled at 12 1/2c, there is no prospect of any improvement in prices. Good to choice lots are offered at 11@12c and seconds 9@10c. Duck eggs are not good enough to bring more than 14@15c per doz.

Dressed Poultry—Receipts were not as liberal, but there was sufficient to go around and as is usual at this season of the year considerable of the stock was poor or arrived in nearly unsalable condition. The trade here advises shippers to put in plenty of ice as heavy losses can only be avoided by that method. On arrival here in good condition dealers are able to take care of all receipts, as cold storage facilities and supply of ice are abundant and cheap. Fancy fowl sold at 10c; good to choice, 9@9 1/2c; common, 7@8c; broilers, 20@22c, with an occasional lot at a fraction more. Turkeys are dull within a range of 8@12c for good to best.

Live Poultry—Light receipts, good demand and market strong for broilers and fancy fowl. Turkeys dull. No young ducks in the market; good enquiry. Turkeys, 7@10c; fowl, 9 1/2@10c; broilers very scarce and all receipts brought sold quickly at 24@26c, with a few fancy coops 1 1/2@1 3/4 lb. at 28c and a few at 30c per lb.

Strawberries—Receipts were enormously heavy, in fact, the market was never so liberally supplied with berries from all sections as this year. Many cars were refused and sold on track for less than freight charges owing to condition. Berlin Heights came in quite liberally late last week and some nearby receipts were also reported, but only express lots, and these sold up to 12c, being of fine flavor and quality. Regular run of Southern shipments did not exceed 9c and it took fancy to bring that figure. Most sales, 5@7c for good to choice. To-day Berlin Heights sold at 7@10c.

Oranges—Trade quiet and with fruit deteriorating in quality there is an easier feeling on the bulk of the offerings. California navels, fancy, \$3.75@4; choice, \$3.25@3.50; seedlings, \$3@3.25 per box.

Lemons—Active and higher; hot weather the past few days and offerings light of fancy fruit. Extra fancy, \$5@5.50; good to choice, \$3.50@4.50 per box.

Bananas—Receipts light and demand confined to fancy large fruit. Sales were made of fancy at \$2.25@2.50; No. 1, \$1.85@2; No. 2, 75c@\$1 per bunch.

Pineapples—Heaviest receipts ever known in this market, but with an active demand prices continue firm. Extra, 15@20c; No. 1, 11@12c; No. 2, 9@10c; No. 3, 7@8c each.

Cocoanuts—Fair supply and good demand at \$2.75@3 per 100.

Cherries—Southern are in, but the demand was light for quality offered. Best lots sold at 10c; fair to good, 7@8c per quart. California cases sold at \$1@1.25 and quality exceptionally fine.

Peaches—The few Georgia in market were premature and not desirable either in quality or variety. Best sold at \$2@2.50 per case.

Apricots—California sold at \$1.25@2 per case.

Huckleberries—A few lots were received and sold at 12@15c per quart.

Potatoes—Old potatoes are weak for fancy stock, the best lots bringing anywhere from 42@45c off the track. Common to fair not wanted. New potatoes are coming in liberally and quality of late receipts is almost perfect. Buyers refuse to touch anything except the best and paid \$3@5 per bbl., while early receipts, held over stock, mostly common and culls, were offered at \$1@2 per bbl.

Onions—Receipts light and good demand and market firm for Southern. Bermudas neglected. Egyptian held higher. Green onions firm. Southern dry, per bbl., \$3@3.25; per bag, 70 lbs., \$1.25@1.30. Egyptian, \$2.50@2.85 per sack; green, 10@12c per doz. bunches.

Celery—Offerings light; good demand for fancy at \$1@1.25; fair to good, 20@50c per doz. stalks.

Asparagus—Scarce and firm; active demand at \$1.25@1.50 for large fancy; No. 2, 75c@\$1; small, 30@40c per doz. bunches.

Lettuce—Market heavily supplied and too unsettled and low to quote.

Cauliflower—Only fancy wanted, for which buyers are paying \$3@3.50 per doz.; medium and small neglected; offered at \$1@2.

Tomatoes—Quiet; heavy supply of common to good and few fancy. Quoted: Fancy, \$3@3.25; good to choice, \$2@2.50 per carrier; common unsalable.

Beans—Wax and green were in heavy supply and lower. Fancy fresh receipts brought \$1 and held over stock anywhere from 25@50c per hamper.

Cucumbers—Really fancy fresh were in light supply and sold quickly at \$3@3.50 per bbl., while stale stock hardly brought freight charges, and the bulk of the receipts were of that class. Home grown fancy sold at 30@40c per doz.

Cabbage—Heavy supply and market lower. Large crates sold at \$1.25@1.50 and small at 75c@\$1, when fresh receipts; other stock at the best bid.

Peas—Scarce and wanted. The few arrivals of fancy bring \$1.50 per hamper.

Honey—Fair supply; light demand; easier. No. 1 white, 15@16c; No. 2, 12@14c; dark, 8@10c per lb.

Dried Fruits—Evaporated apples quiet, but offerings are cleaned up and feeling is firmer. Fancy, 6 1/2@7 1/2c; fair to good, 5@6c; sundried, 4 1/2@5 1/2c per lb.

Straw—Scarce and firm. Wheat and oat, bright, on track, \$8.50@8.75 per ton.

Hay—Active and firm. Loose baled prime, \$16@16.50; No. 1 tight baled, \$15@15.50; No. 2, \$14; blue grass, \$14@15 per ton on track.

If She Had to Make a Choice.

"Why is it," said Willie Washington, "that a woman who has no ties of affection will devote herself to a pug dog?" "I don't know," said Miss Cayenne; "if I felt positively obliged to make a choice, I believe there could be found a man who was less stupid and annoying than a pug dog."

D. Boosing

General
Commission Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

EGGS WANTED

I am paying spot cash for eggs in car lots or less. I also want dairy butter, packed in 30 and 40 and 60 pound tubs, selling from 14c to 17c, according to quality. Dressed poultry in good demand, selling from 11c to 12c. Any further information you wish write or wire me and I will answer promptly.

Correspondence solicited.

References: Bank of Buffalo and Dun's and Bradstreet's Agencies.

154 Michigan Street,
Buffalo, New York.

Paris Green Labels

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100 labels, 25 cents
200 labels, 40 cents
500 labels, 75 cents
1000 labels, \$1.00

Labels sent postage prepaid where cash accompanies order. Orders can be sent through any jobbing house at the Grand Rapids market.

Tradesman
Company,

Grand Rapids, Mich.

-Butter and Eggs- -Wanted-

We are in the market for large quantities of fresh eggs and all grades of dairy butter. Highest market price paid on track shipping point.

Get your money out of your low grade butter and write us for prices.

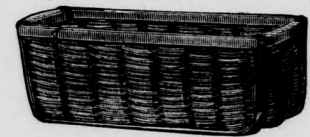
STROUP & SICKELS,

38 So. Division St.,

Both phones.

Grand Rapids, Mich.

Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds.

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich.

MOSELEY & SHELBY,
SUGAR BROKERS.

We work direct and can interest you. Wire or write us for prices.

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25 TOWER BLOCK.

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Made of heavy, 6 ply tough card board. Six denominations, 1c, 5c, 10c, 25c, 50c and \$1.00. Each denomination on different color of board. 60c per 100 prepaid. 20 per cent. discount on 500 or over. Send for free samples. W. R. ADAMS & CO., Detroit, Mich. 30 West Congress St.

MACKEY & WILLIAMS,

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BUTTER, EGGS, CHEESE, POULTRY, ETC.

62 W. MARKET & 125 MICHIGAN STS.
BUFFALO, N. Y.

From now forward ship dairy butter packed in tubs, 30, 40 and 60 lb. weight. Dressed poultry in strong demand. Fresh eggs wanted for storage. Fancy creamery in good inquiry.

REFERENCES: The City National Bank, Buffalo; Berlin Heights Banking Co., Berlin Heights, Ohio; National Shoe & Leather Bank, New York; Dun & Co. and Bradstreet Agencies.

Members of Produce Exchange. Established 1887. Long Distance Phone Seneca 1081.

WANTED EGGS AND BUTTER FOR COLD STORAGE.

We want 100,000 lbs. of dairy butter either ladles or packing stock within the next few days. We are always in the market to buy fresh eggs. We pay spot cash, f. o. b. Buffalo. For further information write or wire us.

5,000 We have for sale five thousand No. 2 egg cases, practically as good as new. Write for prices.

GLEASON & LANSING,

150 MICHIGAN ST.,
BUFFALO, N. Y.

References, Merchants Bank, Buffalo, N. Y., Bradstreet or Dun Commercial Agency.

GOTHAM GOSSIP.

News From the Metropolis—Index To the Market.
Special Correspondence.

New York, June 9—There is little of interest in the coffee market. Trading has been quiet during the week and sellers are seemingly unconcerned as to whether they make sales or not on the present basis. Advices from abroad have not been especially encouraging and from Rio come continued reports of plague, so that altogether the situation seems to point to advanced rates. At the close Rio, No. 7 is quotable at 8 3/8c. In store and afloat, the quantity of Brazil aggregates 783,217 bags, against 1,197,086 bags at the same time last year. Mild coffees are quiet at the moment, although during the week some fairly good sales were made. Good Cucuta is worth 10 1/4c. East India coffees are quiet and little has been done beyond the ordinary everyday trade.

There is a fair volume of trade in teas and buyers seem to be rather more interested than usual. The range of prices is low and no one can tell what effect the troubles in China will have, if the disturbance increases, as there seems every likelihood of its doing. The present is apparently a good time to buy.

There has been a large movement on old orders for sugars, but buyers appear loath to take much stock ahead on present quotations, preferring to wait for future developments. Quotations are without change, although some softs, it is said, are shaded 5 points for round lots.

Stocks of medium and fancy grades of rice are rather light and it is this which keeps prices firm, rather than any special activity in demand. Foreign sorts are held at full values. Prices are unchanged from last week.

Orders for spices in a jobbing way have been more frequent and some quite satisfactory trades have been made during the week. Holders insist on full rates and buyers are not inclined to dally.

Sales of molasses and syrups during the week have shrunk to very small proportions. Some business has been done in low grades—worth say 9c—but the general tone is quiet. Syrups are steady and the demand is moderately active.

There is precious little to tell about the canned goods market. Spots are irregular and quiet and there is nothing doing in futures. Reports come of failure, or at least of a very light yield of peas in Maryland, but the market is affected little, if any. Brokers advise purchases, but the trade does not respond with much fervor. Tomatoes are doing better and canners are not disposed to accept current quotations of 75c for Jerseys, insisting on 80c. Lower rates indicate that the quality is not all it should be.

Lemons and oranges have been in good request. Sicily lemons are worth \$3.75@5.25, the latter, of course for fancy. California oranges are showing a decline in quality and are quotable at \$4.25@4.50, with fancy stock as high

as \$5.25. Bananas have receded in price and quotations are nominally \$1.50@1.55 per bunch for Aspinwall firsts. Pineapples are firm, with Floridas held at \$2.75@4 per crate, as to size. Havanas, 7@14c each.

Dulness characterizes the dried fruit market all around and neither buyer nor seller shows any interest.

The butter market is unsettled and weak. The demand has not been equal to the emergency occasioned by the arrival of large supplies, and, with the accumulation, a decline has come. Fancy Western creamery is worth at the outside 19c. From this the decline is rapid. Thirds to firsts, 16@18 1/2c; Western imitation creamery, fancy, 17@17 1/2c; firsts, 15 1/2c; factory Western, 15@16c.

Cheese is dull, although perhaps a little better than last week. Large, white full cream, 9 1/4@9 3/4c; small, colored, 8 1/2@8 3/4c.

The egg market is quiet, with best Western at not over 13c. Arriving stock shows a large proportion of eggs which will not stand inspection.

The Career of an Errand Boy.

From the Chicago Tribune.

The career of the late Charles P. Huntington, who died recently at Yonkers, N. Y., illustrates the success which waits upon a man who devotes himself to his duties industriously and energetically. Mr. Huntington began his business career in New York in 1857 as an errand boy in a large sugar house. He remained connected with that house all his life, and at the time of his death he was the head of the firm which first employed him. His career was marked not only by great industry, but also by unflinching integrity. His life closed with an act of generosity which adds to the instructiveness of the lesson. His fortune was estimated at about \$1,000,000. After personal bequests amounting to \$180,000, made to his sister, to friends, and to employes in his establishment, he left \$700,000 to the Cathedral of St. John in New York and donations of \$20,000 each to ten deserving charities, besides a sufficient sum to establish a library in Norwich, Conn., his birthplace.

Sheep Dulness Exemplified.

"The stupidest animal in the world," said Herry Rudolph yesterday, "is just a plain, everyday sheep. About two weeks ago a sheep belonging to G. W. Painter, who lives about three miles south of town, turned up missing. Mr. Painter concluded that it had been killed by dogs; but a few days ago, while looking under the barn floor for some purpose, he saw the missing animal in a salt barrel. The barrel was lying on its side, and the sheep had gone in to lick up the salt which adhered to the sides of the barrel. Finding that it could not go on through, it stopped, and had been there nine days, when discovered, without food or drink. And it would have stayed there until it perished. All it had to do was to back out of the barrel, but it hadn't sense enough to do it.

Identifying a Bad Man.

"Do you—do you remember who killed Abel?" asked the old man in the street car of the man on his right.

"Why, Cain, of course," was the reply. "Who did you think it was?"

"Waal, durn my hide, if I hain't made a fool of myself! It wasn't ten minits ago that I bet a man \$2 to \$1 that it was Goliath, and now I'll hev to go barefut all summer to make it up. Yes, sir, it was Cain, and Goliath wasn't in it, and Samson wasn't born and Q. V. Jones, which is me, ought to be hit with the same club that Abel was!"

GAS AND GASOLINE MANTLES

Shades, Burners, Chimneys, Mica Goods, etc., at lowest prices. Write for price sheet.

Glover's Wholesale Merchandise Co. and 9 Tower Block. Grand Rapids, Mich

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59 Monroe Street, Grand Rapids, Mich.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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CRYSTAL NUTS

THE IDEAL FOOD

Made from nuts, fruits and grains carefully combined, thoroughly cooked, ready to be served at once. Samples of the above sent free on application.

Lambert Nut Food Company, Battle Creek, Mich.



We have our own Straw Board Mills, carry heavy stock. Prompt shipments. Write for prices. FLINT EGG CASE AND FILLER CO., Flint, Michigan.

ESTABLISHED THIRTY YEARS

3 GOOD THINGS

Lemons---We have 5000 boxes that are for sale at \$4.50 to \$5.00, made sound.

Oranges---Late Navels of fine quality, 126 size, \$3.25; 150, 176 and 200 size, \$3.75.

One thousand bags New Triumph Potatoes, 75 cents per bushel.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 13, 1900.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of June 6, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this ninth day of June, 1900.

Henry B. Fairchild,
Notary Public in and for Kent County,
Mich.

THE PASSING OF THE SCEPTER.

Aluminum was discovered in 1828, by Wohler. Thirty years later Deville made the discovery commercially available. In 1854 it was quoted at \$270 a pound; in 1859 at \$40; in 1889 at \$7; in 1892 at \$1, and the market price now is something over 30 cents. The output of the metal in the United States last year was 6,500,000 pounds, an increase of 25 per cent. over the year before; and the product this year will probably show a still greater increase, on account of its taking the place of copper, which is too costly, and because the lightness of aluminum is making it more generally sought after for manufacturing purposes. Its resemblance to silver made it attractive for the numberless articles already in common use and its wonderful strength has recommended it to the manufacturer where iron has been used before. It has proved itself so far equal to every emergency as to suggest the thought that it may in time take the place of iron. Its increasing cheapness favors the idea and if it shall be found, as it promises, to be proportionally stronger the long reign of iron is over.

It is not easy to comprehend what that means in its entirety, for so common is iron in everyday life that we are not ready to give to it the credit it can justly claim. Let the more important uses remain unmentioned and let us go down to the humble conditions of life to find what iron is doing for us. A tin dish is common, but how useless is the tin if the sheet iron it covers is taken away. The removal of the stove takes the country back to the fireplace and the removal of crane, crane-hook and kettle launches us into barbarism. What would become of womankind to-day were she deprived of the omnipresent hairpin? And fancy the wail of forlorn mankind if the common pin should suddenly cease to exist. Remove the nail from the world of industry, strike

the ordinary carpet tack from the list of common things, banish from the earth the last needle, and common life would cease to be common and not worth the living. So important a part has this single element played in the civilization of the world, so firmly and yet so modestly has this iron king of an iron age worn his iron crown, that when it is remotely suggested that there is even a far off end to his reign there comes an indignant protest.

Whether the passing of the scepter shall come in the coming century time alone can tell. Steel has supplanted iron because bulk for bulk steel is the stronger. The old-fashioned farming tools still rusting in the New England barns and tool houses weigh four times as much as the modern implement and only the workman handling the fork and the hoe can appreciate what the difference means. It has taken two thousand years to bring about this change since Christianity began; how long before that period no one can tell. The Stone Age gave way to iron. Is aluminum reaching out its hand now for the emblems of kingship in the world of usefulness? So far the new metal has met the qualities demanded of it. It is lighter and stronger. It does not rust. Its color commends it. It offers no difficulties in the hands of the artisan. Already in pleasing forms has it taken possession of mansion and farmhouse and every day its usefulness widens. If the promises of science are fulfilled, and the cost of the new metal can be reduced to that of iron, the rest is a mere matter of time. Slowly and as surely the cumbersome will give way to its opposite, and where now the heavy and dark holds all that is substantial in its clutch the light in weight and color will come in, the symbols of power will pass from hand to hand and the new metal, crowned and enthroned, will lead its people onward toward the "Golden Age."

A French journal asserts that half of the suicides are caused by losses incurred at horse races. It will avail nothing to stop the horses on that account. The Frenchman will find some other cause for killing himself.

The poet-laureate of England gets a hogshead of wine every year for laureating, and good judges are now saying England is paying extravagant prices for her official poetry.

A million-dollar smelter is to be erected immediately at Salt Lake City. Labor agitators and walking delegates smelter strike before the contracts were signed.

A young man is too forward when he speaks of a lady friend as "his intended." The most important part of the contract hinges upon her intentions.

Miracles that can make loaves and fishes are also wanted to keep them fresh while the world is wondering.

A thorough physician has goodness of heart and professional pride enough to wish his patient well.

The Boers did not want to surrender before enjoying one more chance to lick Buller.

It is best to keep away from things that will happen beyond a reasonable doubt.

Marriage is a failure when there is heart-failure to contend with.

GERMAN RESENTMENT.

The American press is giving considerable attention to what it is pleased to call "the hostility of Germany." For some unaccountable reason that nation has come to the conclusion that there is too much Yankee in the world. If she goes up he is there. If she goes down he is there. If she takes the wings of the morning and flies to the uttermost parts of the sea the first object her eyes rest on is that American with his gripsack full of samples. Once there was no terror in the sight. His nutmegs were wooden and his timepieces wouldn't go unless they were carried. She favored his presence. He pioneered the way with his stuff and she followed with the genuine articles. He thought he was doing something in the world of business and she fostered his idea. She liked his push and he pitied her patient plodding, and so long as she came out first there was nothing objectionable to him or about him. Trace him back far enough and they both came together in the Teuton heart. Same blood after all, and it's a nice thing to find relation one can make use of.

This has been the condition of things for a good many years. The German has looked upon the American as a savage reclaimed by Baron Stuben, to whose training all that is good in the North American continent is wholly due. That training has inclined the nation to look upon Germany as a model. We are a nation of copyists and have shown a remarkable intelligence in selecting what is really worth copying. We can work and do work. We are industrious, with an eye out to the main chance of cutting a corner when we can, but we are not original—the copying shows that. We are a people with good intentions, with a reputation from fair to middling, but we are not profound. We will do to take the subordinate places in doing the world's work. We are ambitious, but it is "the almost" that has been and will be the great national lack. We can make a machine, but our workmanship is like the photograph: It lacks the artistic element. There is the form, the face, but the soul is lacking; and that is what the world wants. We can never furnish that because we haven't it and that is why America can never be a rival of Germany!

With this matter thus settled, the German has gone on with his smoke and the Yankee has been "sawing wood." He knew—"none so well as he"—that, aside from the Baron Stuben notion, the estimate of Germany was correct; but he was determined it should not be so. He "learned to labor and to wait;" and when, the other day, the American Consul General at Berlin said that Germany has been paralyzed at the enormous upward bound of the foreign trade of the United States it seems that the pipe has been put down with exclamations, that the labor has amounted to something and that the waiting is over with. The Yankee is still, gripsack in hand, making the most of his opportunities, and no longer a copyist nor a follower. There is where the resentment comes in: He has learned how. There is a heavy balance of trade which this country is holding against the land of the Rhine, textile exports have declined, the growth of American exports is enormous and the competition of American metal is not only aggressive, but it is successful and, resenting all this, the German has put down his mug with a bang, his pipe emphasizes the expres-

sion of the empty schooner and we shall see what we shall see!

That is natural. Nobody likes to be beaten at his own game. The father beaten at a game of checkers by his own son is glad enough at the outcome, but for a moment he wants to cuff the youngster's ears. There is, however, no enmity in his heart. Henceforth he will play a manly game. He will do his best and the harder the struggle the worthier the reward. So this talk of enmity on the part of Germany towards this country is groundless. The old country is waking up to the fact that the new one has got over being a boy and is able to assert his manhood. He has become a manufacturer. He has learned how to trade. His dye tub has learned the secret of coloring. His looms weave the best woolsens. In a word, he has overcome "the almost" and, in a vernacular peculiar to himself, he "gets there with both feet." Germany has no more reason for enmity against this country than England. In a certain sense the latter has a greater grievance than Germany, and he would be looked upon as a simpleton who should talk of English resentment against this country because she has been over-reached in trade. Oh, no, Germany has been taken by surprise, that is all. In the struggle for commercial supremacy she has found an unexpected rival. Roused to the fact, the resentment she feels will follow legitimate channels and the Yankee will find, if he succeeds now, he has earned his success; and he will find, too, that Germany will appreciate the fact as thoroughly as he does and heartily applaud him for it.

Colorado specially names watches among the articles of personal property on which a tax shall be paid; but a watch being something easily concealed, the assessors have had difficulty in collecting the tax. The Denver assessor has, however, hit on the expedient of assessing each voter in his jurisdiction at \$20 for his watch on a guess, and it is represented that the treasury has been enriched \$26,250 thereby. This puts the assessors on their metal, and makes them watch out for the Waterbury watch, which must be accompanied by a suit of clothes to make a boy take it.

The electric light is used now in nearly all of the jute mills in India. This state of affairs was brought about by the working people, who found they could work overtime under much better conditions and with increased pay in mills which were electrically lighted, and flocked to those employing that system in such numbers that other mills had to introduce the light into their workrooms.

The pie bakers of New York attribute the great demand lately for their product to a disappearance of the belief that pies are indigestible. Even athletes now eat pies in training.

Japan has discovered gold mines, but no foreigner will be allowed to work them. When Cecil Rhodes hears this England may be induced to declare war on Japan.

Low-necked dresses are gradually getting their work in again. Fashion has been choking beauty to death with the garret collars.

There seem to be only two kinds of bananas. They are the unripe and the over-ripe.

A PATHOLOGIC PUZZLE.

Inflammation of the vermiform appendix, formerly one of the very rarest of dangerous human diseases, has within a recent period become one of the most common, as well as one of the most fatal.

The attacks of this disorder are confined to persons of no class, age or condition, but are experienced by people in every walk of life, apparently without exception or distinction. The child of tender age, the young man and maiden, men and women of leisure, as well as workers, all seem alike subject to the painful and often deadly assaults of this most obscure and little understood disease.

Formerly, and that was from the earliest times to the present generation, the attacks of appendicitis were attributed to the entrance into the appendix of some foreign body, such as a fruit seed or pin or some other small article swallowed by accident or otherwise; but it now appears that such causes only account for 4 per cent. of all the cases, while the other 96 per cent. must be charged to something else, and just what that something may be is a puzzle.

The vermiform appendix is a small intestinal tube, a few inches in length, connecting with one of the lower large entrails of the human digestive system. It is closed up at the farther end and is declared by many medical men to perform no known function. They claim that it is merely a relic of some organ that was possibly of use to men when they were undergoing some early stage of evolution, but that they have outgrown it, and now it is of no use whatever. This mysterious organ, is possessed by animals of the orang-outang and ape species and also by some of the opossum family.

Modern science is so dogmatic that it will not tolerate any serious questioning of its formal deliverances, and, having pronounced upon the non-utility of the worm-like organ that has lately come into great prominence, that troublesome appendix is fit for nothing but to be cut off by the surgeon's knife; but the frequent fatality of the operation, and the by no means infrequent return of the disease after the extirpation of the organ, seems as if it were a sort of protest against the opinion held of the ejected and cast-out organ.

Since the appendix has been scientifically condemned as wholly useless, it would be presumption to suggest anything to the contrary; but it occurs to students of human mechanisms—that is, of mechanical structures designed by men in connection with the organisms of the human body—that the appendix is just such a device as would be used to take up and dispel what would otherwise be the fatal consequences of shock.

There are many mechanical appliances operated by tremendous forces which are subjected to such violent shocks that they would be greatly damaged, and even destroyed, if there were not some device to take up and distribute the force of a sudden impact. For instance, when a cannon is fired, the recoil of the gun is made with a force equal to that which is communicated to the shot. The great gun kicks backward, and if it were not for special mechanism in the construction of the carriage to dispose of the force of the recoil, the discharge of such a cannon would be calamitous to its own gunners.

To reverse the motion of a steam railway locomotive or the engine of a steamship, when going at full speed,

would work havoc to the engineers and to the machinery if it were not for special provision for disposing of the shock. There are elevators or "lifts" for carrying passengers up and down in lofty buildings, which are so provided that the fall of the cage bearing the passengers is robbed of its danger by provision to neutralize the force of what would be otherwise a terrible impact.

There are many other machines in which some such device is necessary, and it is most commonly in the form of a cushion of compressed air contained in some appropriate receptacle. The compression of the air is effected in a moment by the impact caused by the sudden arrest of motion, and it creates a progressive reaction against the force of the shock.

To suppose that the human system, which is subject to the effects of the most violent emotions, of nervous and muscular exertion, under the pressure of highly exciting causes, is not provided with some means of resisting such shocks is a most unreasonable assumption. If science believed in a supreme creative intelligence and force, it would be most degrading and unworthy to assume that the Divine intelligence has failed to provide in the highest vitalized organism protective mechanisms that man in his works has long ago applied.

But even if the Divine creative power be rejected, and it be held that man is the result of an evolution which impels him to attempt to supply every urgent need as soon as it is realized, it must be inferred that evolution has met all such requirements, and that the human body is provided with the means of meeting physical and emotional shocks which would otherwise damage or destroy vital organs. It may, therefore, be possible that the appendix vermiformis, and the caecum, of which it is an appendage, are a part of the anti-shock mechanism. If so, then the little organ which is now regarded with so much contempt may be of large actual value after all.

But why has appendicitis within a recent period become so frequent an assailant of human health? The same sort of question may well be asked in regard to several other disorders—Bright's disease, for instance. That is a question which must be left to the medical faculty; but it may not be out of place to suggest, in connection with appendicitis, that the use of anodynes and calmatives has become so general, while the agents employed are so numerous and many of their properties and effects are so little understood, that they deprive the anti-shock apparatus of the exercise of its due and proper function, so that this heretofore indispensable apparatus, being no more actively employed, has begun to degenerate and to breed diseases of its own on account of such disuse. Not only has the excessive use of anodyne and narcotic agents wrought its effects upon the constitutions of the users, but it has reacted on their descendants. At any rate, the appendix vermiformis has come into enormous importance in a comparatively recent period, and it has already created a general alarm that may, if not stopped by the assurances of reliable relief, reach the extremes of panic. Here is a problem of the first importance for medical investigation.

Whatever else may bind Germany and this country together, the former's excluding American sausage is going to make one link the less.

THE JAP AND THE YANK.

It was an incident hardly out of the ordinary which took place the other day when a large consignment of wheat from a Pacific port of the United States started for Japan. Other consignments had preceded it, but this one so much larger calls attention to the growing demand for American products by this country so lately awakened and so suddenly transformed, if the figure is not too violent, from the sluggish insect of semi-civilization to its perfect development of modern life.

It is unnecessary to go back very far to mark this increase. Two years ago four million dollars' worth of flour went westward to the East, for the most part to China, Japan and Russia in Asia. Last year almost six millions of the same merchandise passed between the same ports and it is not going too far to add that from present indications the amount of exports from this country to those will certainly be no less. They buy every year a billion dollars' worth of goods. The United States has been able to get 6 per cent. of this trade. From that increase of two millions a year as a basis it does not indicate over confidence to affirm that that 6 per cent. during the next decade will be much larger.

With the expansion of trade, which has been rapidly increased since prosperous times began in this country, it will occasion no surprise to learn that much of our increase has been with the Orient. During the eight months ending with February, exports to Europe were increased 5.4 per cent. as compared with the corresponding months of the preceding fiscal year. South America took 8 per cent.; North America, 13.3 per cent., for which our Canadian sister has our hearty thanks; Asia, 38 per cent. and Oceania 51 per cent. This increase in our sales to the Orient occurs in every country classified under the head of Asia and Oceania and while it might be a pleasing task to furnish in detail the figures which confirm the statement of the increased per cent., it would be a tedious one and this from Japan must stand for the whole story: In the eight months ending with February, 1899, the amount of sales to Japan increased from \$10,505,854, to \$18,344,179, in February, 1900, an amount which indicates a growing interest between the Jap and the Yank, which may mean something more than an array of figures.

This interest is not lessened by the fact that the general importations of that country have been greatly decreased under its new tariff, which is somewhat protective, and an examination of the amount of imports for the fiscal year ending in 1899 shows that while Japan is decreasing her general imports she continues to increase rapidly her imports from the United States.

While this condition of trade doubtless rests on the general law of advantage, there seems to be something else. Comparing the Yankee, the latest outcome of national development, with the Jap, the child of the semi-civilized, there are some points of resemblance not purely fanciful. The two are thoroughly wide awake. They stand each first as the best type of the life behind them. They are both progressive. They are both ambitious. They are both looking out for the main chance, differing from the nations behind them in this, that both are determined to be found equal to the leading place circumstances have given them. There are

other points of resemblance, but these are enough to show that the two peoples are enough alike to be attracted to each other and they are. The wit hidden in the Yankee machine finds full appreciation in the delighted Jap and from the manufactured product up through the cunning contrivance the appreciation passes to the nation and the genius behind the machine and its product. There is the touch which establishes the kinship and it need not create surprise if later this kinship, remote as it is to-day, be more generally acknowledged, and a closer union of these extremes may produce the most beneficial results.

By means of electric lights the interior of a burning building is made as plain as daylight, and firemen can tell at a glance from the window-ledge whether their presence is needed inside. The lights are made detachable, so they can be taken from the engine and set up on standards. They are also provided with 200 feet of flexible conducting cables, which enables the firemen to run the searchlights out on a pier, or even into a building. One of the great fields for usefulness of this new apparatus is in lighting up the interior of boats when on fire. When a ship at the pier gets on fire the darkness in the hold makes it difficult for the firemen to control the flames. Dense volumes of smoke further obscure the point where the fire is burning, and sometimes ship and cargo are lost simply because the firemen are unable to locate the exact place of the fire. The portable searchlight, which will soon be re-enforced by smaller incandescent lights for carrying in the hand, will make fire-fighting at night a much easier matter than in the past. Heretofore fire safeguards have been considered chiefly for the public; it is a wise move now to consider the firemen.

Miss Florence Nightingale has just celebrated her 80th birthday. Entirely confined to her room, Miss Nightingale has daily proof, in the number of the pistolary enquiries and the gifts of fruit and flowers she receives, of the place she continues to hold in the affections of the people. In all the efforts throughout the country to provide sufficient hospital accommodations and comforts for the troops at the front, she has taken a lively interest, and quite recently she sent \$500, with a sympathetic letter, to the lord provost of Edinburgh, on behalf of the maintenance of the South African hospital, equipped by the northern capital and east of Scotland.

For preserving timber from decay an Australian has patented a new treatment, consisting of immersing the timber in a solution of arsenious acid and an alkali until thoroughly impregnated, after which a coating of sulphate of copper is applied.

Drunkenness is more common on Saturday nights than other nights, because then the workman is paid wages and has money to loan the dead-beat drunkard.

The early closing movement originated with the clam, which shuts up when it hears the approach of footsteps on the beach.

Lots of practical jokes fall dead and have to be carried out by people who did not originate them.

Debating societies try to kill time by the hour when they spread their doings on the minutes.

Shoes and Leather

Glimpses of Life in a Shoe Store.

Mr. Jones, who ran the store, and had one clerk, had gotten down town before the little clerk that morning. It was not a usual thing, and it was not the little clerk's regular hour to appear, yet Mr. Jones stood in the doorway for a moment without unlocking the door and scowled.

He didn't usually get down so early. But it was such a pretty spring morning and the birds sang so just outside his window that he couldn't sleep, so he had jumped out of bed, bolted his breakfast for the first time on record along with the boarders who were always called at six and went to work at seven.

There was no reason on earth why Jones shouldn't have felt happy that beautiful spring morning as he stood in the doorway. Business was pretty fair, there was no competition which he could not meet. He owed nothing. The annual inventory had showed a good stock on hand and a very tidy profit over the preceding year. Still he was grumpy. There could be no denying that.

He did not unlock the door; he just stood there and scowled.

It was not yet 7:30, and he knew that that was the hour which the little clerk had been told to open the doors until June 1, and yet had an unreasoning feeling of anger because the store was not open.

Jones was not a bad sort of a fellow at all. We all of us are that way sometimes.

Somebody was whistling blithely down the side street. The whistle came around the corner. It was accompanied by the little clerk. The boy gave one terrified look at the man in the doorway, and then at the town clock and looked puzzled, but he stopped whistling.

There was no reason on earth why Jones should not have said "good morning" blithely, but he did not. He simply nodded and stood silent until the little clerk unlocked the door, and the shoe store door, which is always the same, and unlike anything else, swept out in his face. Then Jones went in and watched the boy. He watched him take the rugs out on the front walk and mix up the sawdust and water for the bare floor, and the soaked paper scraps for the carpets. He went and stood in the doorway while the lad beat the rugs and swept and rolled the long strips of carpet that were used in front of the settees. He watched him sweep the carpets and he watched him sweep the spots of bare floor and behind the do-up counter.

Jones didn't mean anything, but it all seemed very real and horrible to the little clerk. He usually whistled or sang as he did up his morning's work, but he worked silently and nervously on this particular morning.

Once Jones pointed toward a little patch of sawdust which had been left by the boy's broom, and once he took the broom from the lad's hands and reswep under the stove.

The sun peeped over the top of the opposite building and shone brightly in on the window trim. The boy did not notice it. Jones walked rapidly to the door and lowered the awning. The boy felt like a convicted felon.

Once an early customer came in and asked for a number three and one-half rubber. The little clerk leaned his broom up against the ledge and it fell over with a startling crash. The three

and one-half rubbers were all out and the customer departed. The little clerk felt more guilty than ever.

He laid his dustpan down for a moment while he went to get his broom and Jones picked up the dustpan and hung it up, and it scared the little fellow to go and take it down again.

He dusted with the greatest care, and just as he was about to put the duster away, Jones walked over to the counter, picked up a pile of single-pair cartons and held them while the little clerk dusted the spot on the counter where they had stood.

It was sunny and delightful out of doors, but it seemed horrible inside to the little clerk. And really Jones did not mean anything at all.

Suddenly Jones seemed to think of something. He felt of his coat pockets and of his vest pockets, and then he went over to his light overcoat and searched through several pockets. Finally he drew out a pleasant-looking cigar. He smelled of it thoughtfully and bit off the tip. He found a match and drew it along the under edge of the do-up counter and looked cross-eyed at the tip of the cigar while he lighted it carefully.

He had breakfasted so early that he had forgotten his morning cigar. He took two or three whiffs and blew the smoke in rings toward the ceiling.

"By Jove, Jimmy," he said, "this is a blame fine morning. I'll flip with you to see who goes to the ball game this afternoon."

Were you ever a little clerk in a shoe store?—I. Fitem in Boots and Shoes Weekly.

The Whistling Boy.

A merchant went in the summer time
To a pleasant, peaceful, pastoral clime
Where the roadways ribboned the acres through
And the fruit of the farmer's labors grew.

He walked along where the hidden choirs
Tossed plaintive notes to the vibrant wires
Of Zepherus, that caught the thrill
And flashed its sweets o'er grove and hill.

His senses woke to a measure new,
A hallowing peace did his mind imbue,
And he paused as he felt its benefice
Like a spirit passed to the realms of bliss.

As there he stood in the bowered way,
He caught the notes of a happy lay
That came from a lad in the corn field wide,
Who whistled the while his hoe he plied.

He watched the boy as from hill to hill
He swung the hoe with a sturdy will,
And the harder he worked the fuller vent
He gave to his lips' accompaniment.

"Ah, there," said the merchant, by impulse bade,
"Is a son of man whom work makes glad!"
Then he went to the boy in tattered blouse
And engaged him to work in his counting house.

The youth took hold with industry grim,
But he brought his whistle along with him,
And in just two days its charm gave o'er,
And the whistler was kicked through the office door.

A California man has what is thought to be the largest herd of Angora goats in the world. It varies from eight to ten thousand head. He considers a thousand to fifteen hundred the best number for a herd. Pure-bred bucks are worth from \$25 to \$40 a head and does from \$4 to \$8, according to grade. The average fleece of the thoroughbreds is from four to six pounds, but clippings of eight and ten pounds are not uncommon. There is a South African Angora buck, Pasha by name, that can be depended upon for at least twelve pounds of mohair annually. From another and larger buck, brought from Turkey, a fleece was taken one year that weighed fourteen pounds and twelve ounces, and one weighing fifteen pounds and three ounces the next year. These animals are appraised at \$500 each, but are not for sale.

The straightforward business man who has his price, and sticks to it, is safer to deal with than the sharper who will meet you at one point and do you at another.

Bradley & Metcalf Co.,

Milwaukee,

Sell the

Goodyear Glove Rubbers

The Best Made.

Write them for illustrated rubber catalogue and price lists, with discounts.

BAILEY'S

Patent Ribbed Back Rubber



Three reasons why Bailey's Patent Rubber must commend itself to all who wear rubber shoes:

1. The heel having a ribbed back, it protects the clothing from becoming wet or soiled on the under surface by breaking the suction which two smooth surfaces create when wet. 2. The ribs, being near together at the top and spreading over the heel to the bottom, serve to hold the rubber securely on to the boot and prevent it from slipping at the heel. 3. It prevents the breaking of the rubber at the heel, where it first gives out, and a short fit can not be forced on the wearer. It also secures the shape of the rubber until worn out.

HIRTH, KRAUSE & CO.,

Agents for GOODYEAR GLOVE HOODS AND OLD COLONY RUBBERS,
Grand Rapids, Michigan.

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, MICHIGAN

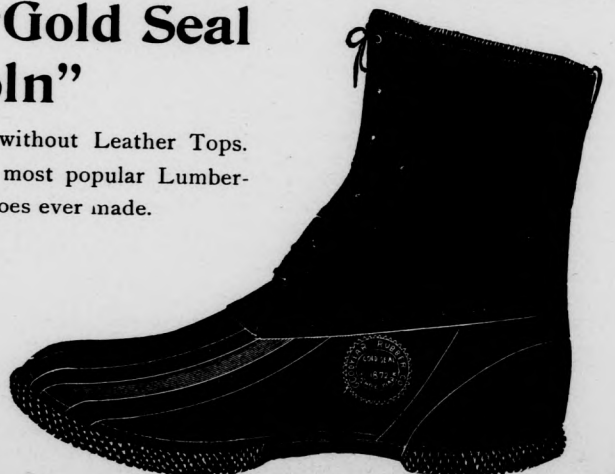
The "Gold Seal Lincoln"

With or without Leather Tops.
Best and most popular Lumbermen's Shoes ever made.

Goodyear
Rubber
Co.,

Milwaukee,
Wis.

W. W. Wallis,
Manager.



Window Display—Arrangement Adapted to Independence Day.

Metropolitan shoe dealers are now bringing skins into play for the purpose of making their windows more attractive. Almost any line of shoes now displayed will have a tanned skin or two in the window representing the leather from which that particular line of shoes was made. A recent window display of a specialty woman's shoe had some untanned kidskins, other skins finished in different shades of tan and black and one or two in patent enamel. These were arranged unobtrusively around in the window in such a way as to suggest the origin of the shoe and yet not detract in any way from the prominence of the display of the finished articles. These skins can be adapted to a number of displays in a wonderfully effective way. You can secure the temporary loan of a few, from your manufacturer, or, if you are to handle a considerable quantity of his goods, you should be able to effect the permanent acquisition of some of them. Occasionally when fixing up a display of some particularly strong shoe, one that has a solid sole, to which you want to draw particular attention, you can borrow a side or two of good oak leather from your local harnessmaker. He will very likely be perfectly willing to make the loan if you will explain the object for which you desire it.

* * *

June is the graduating month in the greater number of the schools and academies throughout the country and "commencement" slippers will be in demand. It will be well to plan a display of these beforehand. A solid window of white slippers can be very effectively arranged by having your background of a dark, rich shade (not a dulldead shade) of royal purple. If you have not a sufficient variety and quantity of white slippers for the display, you may combine black slippers with them, but in that case I would combine white with the purple background. Arrange the display and background so that the white shoes will be relieved by the purple and the black shoes by the white in the background.

* * *

When "summer days come on apace" and the whole creation seems trying to turn into a bake shop, study out what methods you can employ to make your store cool and inviting looking. If you have electric power in your town have fans installed by all means. And another thing, don't limit yourself to having fans that will "stir up" the air within your store, but have some method of ventilation that will carry off the fetid air from the room and have a constant circulation of pure fresh air from the outside. I saw one fellow who had a big ventilator fan in the back of his store connected with a big outlet pipe to carry off the air. This big twirler created a constant breeze through the store and there was an entire absence of that "stiffness" so prevalent in smaller store rooms in sultry weather.

Another way to attract attention and to give the store an inviting appearance is suggested by this mention of fans. Fasten streamers of bright-colored ribbons (red, white and blue is appropriate and effective) around the door facing, at the entrance to your store. Have these about four or five feet long, with one end loose—simply tack one end to the door facing. Behind these place a buzz fan (on each side of the entrance) in such a way as to catch these ribbons in the current of air and keep them in constant

motion. Have the fans turned so as to face the back of the store and not across the entrance. This will give one the impression that there is a constant stream of fresh air pouring into your place and the fluttering ribbons will be wonderfully eye attracting.

* * *

A cotemporary gives a description of a contemplated Memorial Day window that we consider good enough to reproduce for the benefit of our readers. This need not be confined to the purpose of a display on Memorial Day; it is equally appropriate for a Fourth of July window and, as such, may be planned out and perfected before that day comes around:

A down-town dealer has an idea for a Memorial Day window, which he says he will adopt if he can secure the loan of the battle flags that are needed as an integral part of the proposed display. The day set apart to commemorate the deeds of valor of the soldier dead falls, in this and other Northern States, on Wednesday, May 30. It is the custom to arrange a public display of flags, bunting and other emblems of patriotism, and all classes of stores are accustomed to vie with one another in doing honor to the veterans.

The plan of this enterprising merchant is to give his window for four days to a unique display that will attract attention to his shoes as well as awaken patriotic impulses in the beholder. On the platform in his window he will have a covering of red, white and blue paper, not paper of the cheap variety, but paper for decorating purposes, which can be loaned or even purchased for a small sum. The paper will be arranged in three broad strips, diagonally across the window, he plans, or else the raised part of the window will be entirely red, the broad beveled edge blue and the floor in front of the platform white. He will use his brass standards as usual and will also arrange shoes between the standards on the platform and floor. The red ground will make a handsome contrast for white slippers, patent leather shoes will be effective in contrast with the white background, and tan shoes will be arranged on the blue field. Each shoe will contain either a small American flag, or a white shield with red and blue border, to be used as a price mark.

The display will not necessarily depend on the procurement of the flags. Red, white and blue bunting will do as well if arranged gracefully in the background. In selecting the colored papers for the floor of the window select a shade of blue that is somewhat lighter than the blue field of our flag, for this shade is almost too dark for the prettiest combination with the shade of tan in summer shoes. A pretty baby blue will harmonize with the red, white and tan perfectly.—Shoe and Leather Gazette.

The immense output of Philadelphia manufacturers is a matter of popular knowledge, but still when one hears of 3,500 dozen goat skins transformed into leather every day, it is easy to understand what becomes of the goats. All Frankfort is talking about Follers' output in the goat line, especially as it requires 9,000 dozen skins in the three days required for the process to finish up the 3,000 odd skins per day. The modern processes are, of course, a trade secret, but the old-time way of doing it was to sew the goatskin into a bag with the hair inside. This bag was filled with chemicals and dropped into a vat filled with water. When the chemicals had done their part the goatskin rose to the surface of the water and was removed; otherwise the skin sank to the bottom of the vat and had to be fished out for refilling. It is said that 900 men are engaged in this one factory in Frankfort. The goats grow in Africa, Spain and many other countries.

Be popular if you have the power to be so, but always remember that kindness and sociability afford the keynote.

Draw on Us

For anything in the shoe line. If you need light summer shoes, slippers, Oxfords, we've got them. Our own factory stock is complete; we can give you prompt service. We are always wide awake and ready to serve. Draw on us to-day.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.
Makers of Shoes.

Tennis, Yachting and Gymnasium Shoes

With Rubber Soles



A. H. KRUM & CO., 161-163 Jefferson Ave., Detroit, Mich.

Price list sent on application. Headquarters for Rubber Boots and Shoes.

Leather Top Lumbermen's Rubber Shoes

We have the best Leather Top Lumbermen's Rubber Shoes that are made—not one pair of these Leather Tops cracked in 1899. We can furnish them in Boot Heel Duck Rolled Edge, 6 inch tops, at \$24 per dozen pair. Boot Heel Gum, not rolled edge, at \$22.20 per dozen pair. Order a sample case and get your order in early. Write for price on Sock Combinations in Captains, Eries and Pacs. We offer bargains in these lines. We carry the best and most complete line of Socks, Gloves and Mittens of any one in Michigan, and while you are about it order samples of Mackinaws and Kerseys. We are offering great bargains in Men's and Women's Mackintosh garments.

Studley & Barclay,

4 Monroe Street,

Grand Rapids, Mich.

Boots Shoes and Rubbers



Our fall line of samples is very complete. Do not place your orders until you see them. If our traveling men have not already called on you, drop us a postal and they will do so.

RINDGE, KALMBACH, LOGIE & CO., 10-22 N. Ionia Street, Grand Rapids

RAPID GROWTH.

Status of the Independent Telephone Movement in Michigan.

The Michigan Telephone Co. has been doing business in the State about twenty years and is a Bell company, as is officially stated by the President of the Erie Telephone Co. (the owner of the Michigan company) in his annual report January 2, 1899: "The Michigan Telephone Co. operates exclusively under the American Bell Telephone Co.'s perpetual licenses in the State of Michigan." The independent companies began to operate in 1895. Their growth was at first slow, but during the past two or three years, both Bell and independents have experienced a remarkable growth, exceeding the most extravagant expectations.

In the case of the Bell Co., this growth is easily ascertained from official figures, as follows:

December 31, 1896	15,025 telephones
December 31, 1897	16,270 telephones
December 31, 1898	19,539 telephones
December 31, 1899	32,231 telephones

Official figures of the independents on December 31, 1899, are not at hand, but a careful estimate of the State (calling the Upper Peninsula 2,800—the conditions being comparatively unfamiliar to the writer) showed the number to be about 29,000.

This remarkable growth of the Michigan Bell is easily accounted for as follows:

As competition occurred, the Bell Co. reduced its rates below the rates made by the Citizen or independent companies, in many cases the charges not paying operating expenses. In Grand Rapids, for instance, the Bell gave two years of free residence service, then made a \$12 residence rate. During the entire period, it has had from three to twenty solicitors constantly in the field. It furnishes absolutely free service in a number of cities and towns at the present time, by allowing the telephones to remain in service after parties refuse or neglect to pay for same and even after the telephones are ordered out.

The Bell exchange in Grand Rapids, as in other places in Michigan, has not had sufficient telephone rentals to pay operating expenses during any quarter for over three and one-half years, the average cost of maintaining telephone service in Grand Rapids exceeding \$10 per year.

The result of competition upon the Bell rates is shown by the following Bell exchange rates:

	Jan. 1896		Jan. 1900	
	Business	Res.	Business	Res.
Detroit	72	48	36	24
Grand Rapids	48	36	24	12
Lansing	48	36	18	12
Kalamazoo	48	36	24	6
Holland	36	24	24	6
Charlotte	36	24	12	6
Hastings	36	24	12	6
Lowell	36	24	12	6
Portland	36	24	12	6
Greenville	36	24	12	6
Alpena	48	36	6	3
Muskegon	48	36	no rental but a 25¢ per call fee.	

These less-than-cost rates have secured a large increase among people not directly connected with commercial interests.

The growth of the independents or citizen companies is owing largely to the following reasons:

1. Reasonable rates, regulated by franchise. (The Bell Co. has no franchises regulating rates).
2. Service far superior to that formerly given by the Bell Co. and now equal and often superior to that given by the Bell, even after the latter has rebuilt its exchanges two and in some cases three times.
3. More rapid development of local

toll lines and at present a more complete State line system in the Lower Peninsula (except the southern tier of counties) than has the Bell company.

4. The knowledge by the people of the State that the independents are not only paying expenses, but dividends, and that so long as the independents are in the field, rates will remain reasonable and service be satisfactory. The independent companies do not give free service.

As illustrating the accuracy of statements above, the following table is given of the growth of the Grand Rapids Citizens exchange, where no free service is given and no solicitors have been employed for more than three years:

	Telephones in service
September 1, 1895	1,460
January 1, 1897	1,776
October 20, 1897	2,074
November 1, 1898	2,488
November 1, 1899	3,064
May 8, 1900	3,306

Numerous other cities and towns in the State can show equally satisfactory growth in their local or independent exchanges.

As showing the toll or State line advantages offered by the independents, the following list of exchanges and toll stations within fifty miles of Grand Rapids gives the number of telephone connections, both Citizens and Bell:

Exc.	Citizens	Bell	Exc.	Citizens	Bell
Allegan	154	2	Kalamazoo	800	900
Bangor	95	1	Kalamo	12	0
Belding	116	17	Kibbie	45	0
Bloomington	22	0	Lake Odessa	94	1
Carson City	36	1	Lakeview	37	1
Casnovia	12	1	Lowell	54	151
Cedar Springs	54	1	Lyons	25	1
Coopersville	23	1	Middleville	58	2
Coral	11	0	Muir	21	1
Douglass	20	0	Mullikan	18	0
Edmore	42	1	Muskegon	666	400
Fellows	21	0	Nashville	52	2
Fennville	39	0	Newaygo	24	1
Fremont	61	1	Otsego	93	1
Ganges	39	0	Plainwell	47	10
Glen	31	0	Rockford	52	1
Gobleville	16	0	Saranac	44	1
Grand Haven	8	125	Saugataek	37	0
Greenville	220	91	Sheridan	12	1
Hastings	282	20	South Haven	175	1
Holland	260	175	Wayland	32	1
Howard City	86	2	Whitehall	16	1
Ionia	91	200	Zeeland	42	1
Other toll stations				172	67

Total telephones within circle.....4,431 2,174

Total points reached: Citizens, 218; Bell, 90; exchanges and toll stations reached exclusively by the Citizens' lines, 127; excess telephones, 2,267.

If all Erie property was consolidated against the Citizen Co., the result outside of Grand Rapids within the circle would be:

	Exchanges	Toll Stations
Michigan Bell	10	80
New State Co.	5	14
Central Kalamazoo	4	17
Total Erie	19	111
Citizens	36	141
Citizens excess	17	30

While the above is not a fair average for all cities in the State, yet equally good averages, numerically, can be obtained by using Saginaw, Alma, St. Johns, Traverse City, Cadillac, Muskegon, Allegan and Benton Harbor as centers for similar fifty mile circles.

The selling of the Detroit exchange, the Kalamazoo exchange and toll line system (Central Telephone Co.) and a majority of the New State Telephone Co. stock (toll lines around Detroit) to the Erie Telephone Co. in January and February, 1900, threatened, as was intended, to overthrow the independent movement of Michigan. The telephones included in properties sold to the Erie Co. were as follows:

Detroit exchange	5,225
New State lines	4,305
Kalamazoo companies	1,548

Total 11,078

Although negotiations for other properties progressed, no more sales were completed. As a result of this attempt to buy out opposition and in order to

Fleischmann & Co.'s Compressed Yeast



**Strongest Yeast
Largest Profit
Greatest Satisfaction**
to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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

Triple Assortment



Three varieties of cakes, with no more money invested than formerly for one.

A suitable quantity of goods which sell rapidly and which, by frequent ordering, insure fresh stock.

No more space occupied in exhibiting three kinds than formerly used for one.

National Biscuit Company,

Grand Rapids, Mich.

The Story Has Been Told

Results have demonstrated what we say regarding the good qualities of our products: **NORTHROP SPICES, QUEEN FLAKE BAKING POWDER.**

We feel that the case has been sufficiently argued from our standpoint, and merely desire the trade to look around and see for themselves what a positive hit has been made by our goods. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER,
Lansing, Mich.

prevent the same, several sales and consolidations took place among the independents, the most important being the purchase by the Citizens Telephone Co., of Grand Rapids, of the Lansing property and a majority of the Muskegon Co.'s stock.

Recently a State contract for the interchange of business for twenty-five years on a fair, equitable basis, has been entered into by companies owning 80 per cent. of the telephones in Lower Michigan, not controlled by the Eric Company, which contract also has, as one of the parties thereto, the United States Telephone Co. of Ohio. This insures long distance service, not only to Ohio, but to other states, and thus will be soon developed that branch of the business in which the Bell Co. has heretofore had the control—the interstate long distance toll business. What alliances or working agreements may be made with the Western Union or other companies can not be stated, but with long distance business secured to the Michigan independents, the Bell Co.'s last great advantage will be overcome, and the final result is already open to speculation.

Certain information obtained from the annual report of the telephone companies, filed with the State for the year ending Dec. 31, 1899, is significant. The following list is selected from said reports:

	Telephones	Gross income
Michigan Bell Co.	32,231	\$765,587.79
Detroit Telephone Co.	5,200	161,247.57
New State Co.	4,457	93,821.43
Kalamazoo exchange	819	11,685.88
Central Telephone Co.	413	18,403.25

The capital of the Michigan Telephone Co. was \$2,500,000 for several years, but the articles of association were amended in April authorizing the issuing of \$7,500,000 more stock.

The bonded debt of the Michigan company is \$5,000,000, bearing 5 per cent. interest. The Eric Co. announced 1 1/4 per cent. dividends on the Michigan Telephone Co. stock for 1899, so that the interest and dividends for one year on the bond and stock issue (December 31, 1899) would be 5 per cent. on \$7,500,000 or \$375,000. It is of interest to note that in 1899 the gross income of this Bell Co. was but \$765,000 or 10 per cent. (plus) of its stock and bond issue.

Taking the average Bell telephones for 1899 as 26,000, the average income per telephone from both toll line and exchanges was but \$29.49 per instrument. The Citizens Co.'s Grand Rapids plant has cost about \$80 per telephone. It has no bonded or mortgage debt. The other independent Michigan companies make as good or better showings, as to average cost, as a rule.

Can the Bell Co. with an average issue of \$78 stock per telephone and \$156 bonds per telephone—a total issue of \$234 per instrument—to say nothing of royalties, extraordinary expenses or onerous contract conditions) be able permanently to compete with companies having but one-third the investment per instrument and giving at least equally good service? If not, can it permanently do business in Michigan at a loss? These are the two questions that are most frequently being proposed among both telephone people and the public in Michigan.

With the Detroit, New State and Kalamazoo properties still being operated in connection with the independent lines, under twenty-five year contracts, and the lack of information as to just what policy will be pursued with said properties, other interesting questions

arise which the writer does not presume to discuss at this time.

A few conclusions, however, the writer has reached, among them being, that:

1. Reasonable rates are here to stay.
2. Good service must be and will be maintained.
3. The telephone development is only fairly begun.
4. Exchange rates in Michigan will be regulated by local franchises or by State legislation.
5. It would seem from this review, that only by an increase of exchange rates can the Michigan company succeed financially, and such increase can not be made permanently except by its again securing the monopoly of the State, which is an absolute impossibility.

Everything indicates the permanency of the independents in Michigan and their success, financially, is conceded. J. B. Ware.

How the Sewing Machine Will Revolutionize China.

"The sewing machine," said the Western representative of a large manufacturer of those useful implements of domestic progress, "will in time work a revolution in China which as yet all the missionary teachings of all the denominations have not started. I refer to the horrible custom of that country which confines the feet of girl babies in bandages that prevent their growth and make cripples of women. You don't see why, do you? Well, let me show you. The first sewing machines ever introduced into China were put there by Americans, who taught the tailors of Shanghai and Hong Kong to use them. From this source the new idea spread to other tailors in other places, and then by degrees, even slower than among the men, the women began to use them. But the women were handicapped, or footcapped I might better say, by their crippled feet, and they found great difficulty in working the pedal machines. They saw, however, that the sewing machine was a good thing, and they asked for a machine that worked by hand. In this country that kind of a sewing machine is hardly more than a toy. But the China women could do better work with it than by the old means, and the hand machines are doing their work of teaching. Now, I am predicting that in a few years the progressive China woman will discover what a wonderful thing the sewing machine is when properly worked, that is by foot power, and she will kick as well as her little feet will let her against a custom that practically makes her girl children useless to her, and to their husbands and homes later, and she will refuse to bandage the baby feet. The men will also see how much more valuable their wives will be with feet that can run a sewing machine, and the old custom will be knocked galley west by the spirit of utilitarianism. The demand for sewing machines in China is increasing all the time, and instead of the civilized manufacturers trying to invent machines to meet a heathen custom, they will trust to their machines as now constructed to destroy the custom."

Full and Explicit Directions.

Two bicyclists passing through a small town decided to take the train from there home. Being unfamiliar with the place, they stopped to enquire of a colored woman the way to the railway station.

"We are strangers," they said; "would you kindly direct us to the station?"

"Certainly suh," she replied; Keep agoin' right on till yo' comes to de corner wha de ole postoffice used ter be, den tu'n to yo' lef' an' yo'll go right to de station."

As they rode off she beamed with pride, they with amusement; and, although they found the station, they have yet to discover the corner wha de ole postoffice used ter be."

Crockery and Glassware

AKRON STONEWARE.

Butters	
1/2 gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	44
10 gal. each	55
12 gal. each	66
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40
Churns	
2 to 6 gal., per gal.	5
Churn Dashers, per doz.	1 00
Milkpans	
1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	5
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal., per doz.	55
3/4 gal. per doz.	45
1 to 5 gal., per gal.	6 1/2
Tomato Jugs	
1/2 gal., per doz.	55
1 gal., each	6 1/2
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints	5 50
Quarts	5 75
Half Gallons	7 75
Covers	2 25
Rubbers	2 75
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	45
No. 2 Sun	65
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50
LAMP CHIMNEYS—Seconds	
No. 0 Sun	1 45
No. 1 Sun	1 54
No. 2 Sun	2 25
Common	
No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tiltng cans	7 25
5 gal. galv. iron Nacefas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	9 95
3 gal. Home Rule	11 28
5 gal. Home Rule	9 50
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	5 25
No. 1 B Tubular	10 50
No. 13 Tubular, dash	7 50
No. 1 Tubular, glass fountain	7 50
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box. 10c.	45
No. 0 Tub., cases 2 doz. each, box. 15c.	45
No. 0 Tub., b'ls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

Foolish People

say advertising doesn't pay. Our experience is that it does; but then our Cigars are of a quality that back up all we say.

Try Our



5 cent Cigar

Finer than silk.

The Bradley Cigar Co.,

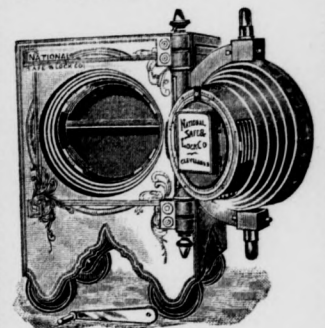
Mfrs of the

Hand "W. H. B." made

Improved to center.

Greenville, Mich.

The National Safe & Lock Co.



Cannon Breech Screw Door Bank Safe, with anti-concussion dead lock device.

Can Not be opened by the jarring process.

Absolute Proof against the introduction of Liquid or Dry explosives.

Locking Action the quickest of any safe.

Door and Jam perfect circular form, ground metal to metal finish and hermetically sealed fit.

Not a Single Case on Record where one of these safes has ever been burglarized.

More than twenty-five banks in Cleveland, Ohio, using these safes, and hundreds of other banks from Maine to California testify to the absolute perfection of the mechanism and security.

Estimates furnished on all kinds of safe and vault work.

Office and Salesroom.

129 Jefferson Ave., Detroit, Mich.

W. M. HULL, Manager.

Dry Goods

The Dry Goods Market.

Staple Cottons—Neither store trade nor mail orders have been anything more than enough to cover present needs. Ducks show a moderate trade without open changes in prices. Osna-burgs are quite slow and irregular. Bleached cottons show no improvement, nor have prices showed any open change. Leading tickets stand firm, but outside lines are irregular. Wide sheetings show a small business, and prices are steady. Cotton flannels are dull, and the same must be said of cotton blankets. Prices for denims are irregular, and business slow. Ticks are dull and unchanged, and other coarse colored cottons are the same.

Prints and Ginghams—The supply of prints promises to be somewhat smaller than usual this season, so it is likely that whatever price the goods are opened at will be maintained. Staple prints for this season's trade have moved with moderate freedom and the market has been fairly steady. Light fancy calicoes have been in fair request, although irregular. Fine printed specialties are quite well sold and steady. Dark napped goods, both printed and woven, have been quiet, but this means only that a large part of the goods are already under contract, and this leaves the market firm throughout. The market for gingham of all kinds has been quiet, but stocks of both staples and fancies are very limited, and prices are easily maintained.

Dress Goods—The developments in connection with the dress goods market have not been many nor important. The volume of new business has been very light, although some few orders have found their way in. The activity in the market at the present time has relation to delivering on contracts and making preparations for the new season. Despite the fact that the business now being done at first hands and by jobbers is very small, the position of the market should not inspire any adverse comments. Prices are very strongly held, and an additional steadying influence is the fact that buyers are very generally in a hurry to get the goods coming to them. The flannel market is in a satisfactory position, both as to orders in hand and prices. The plain goods end of the market is fully as satisfactory as a week ago, and when this is said nothing more is wanting. Outside of fancy goods mills, those who have not orders in hand sufficient to keep their machinery busy well into July are the exceptions.

Underwear—While the weather has not been as good for retail business as dealers would like to see, nevertheless, every little counts, and it is to be hoped that it is "only the beginning of the beginning." Of course, it is needless to say that balbriggans still head the procession as the best sellers, although there are other favorites that press them very closely for first honors. A line of goods that are becoming more and more popular every day is mercerized cotton underwear, with silk finish. They are taking the place of silk underwear to a large degree, as the color is fast, they wear well, and there is a very fine finish. Mesh underwear is beginning to find favor, as its advantages in hot weather are beginning to be appreciated.

Hosiery—Business is very quiet at present. On account of the belief among a number of jobbers that the yarn mar-

ket will show more decided signs of weakness, they are waiting for lower quotations before ordering any more goods. However, there is not much probability of a falling off in the price of hosiery. Of course, there is not liable to be any large advance for some time. There is an increasing demand for hosiery of the higher grades, from, say, 35@50c. There is not much change in ladies' hose. The most popular are tan and blue, with polka dots of various sizes, while open work stockings have lost none of their accustomed favor.

Carpets—The fall business among the ingrain carpet manufacturers has opened up in a very satisfactory manner. The men are all on the road, and orders are coming in, although not very fast as yet, with some manufacturers. It is the opinion among the wholesale trade that the new season will prove a profitable one in all grades of carpets. Philadelphia ingrains opened at 52½ cents for standard extra supers, while some orders have been taken at 50c. Manufacturers of damask and Venetian stair carpets are well satisfied with the way in which the new fall business opened up for their line of goods—orders taken away ahead already. This grade of carpet, as well as others, had to be advanced. This was due to the scarcity of jute (from which the filling is made), as well as the high price of cotton yarns. Manufacturers state that prices for fall goods are being paid, and that the advance made will be maintained. Some manufacturers have for several weeks been working on orders, prices to be made later. C. C. ingrains range from 40@42½ cents, and orders have been taken at these figures. The latest announcement in regard to the Bigelow Carpet Company's wiltons is that they have been opened at 5c per yard advance over last season.

Smyrna Rugs—Continue active for this season. The pressure made by the buyers on the manufacturers has been very great, but no concession has been obtained. Stocks are not large, and some manufacturers can not run their looms for the scarcity of jute. New styles are very handsome. Medium sizes in this class of rugs are selling the best.

Wanted—A Minister's Wife.

At last we have settled a pastor;
Now, really, I can't tell why
The people should be so hard to please
Or candidates prove so shy.
But the smart young man we have chosen
Is needing a partner for life;
Please notice our advertisement:
Wanted—A minister's wife.

Wanted—A perfect lady.
Delicate, gentle, refined,
With every beauty of person
And every endowment of mind;
Fitted by early culture
To move in fashionable life
And shine a gem in the parlor;
Wanted—A minister's wife.

Wanted—A thoroughbred worker
Who well to her household looks—
Shall we see our money wasted
By extravagant Irish cooks?—
Who cuts the daily expenses
With economy sharp as a knife.
Who washes and scrubs in the kitchen;
Wanted—A minister's wife.

Careful to entertain strangers,
"Traveling agents" and such;
Of this kind of "angels' visits"
The deacons have had so much
As to prove a perfect nuisance.
And hope these plagues of their life
May soon be sent to the parson's;
Wanted—A minister's wife.

To lead in the "mothers' meeting,"
The "sewing circle" attend,
At all the Sunday school picnics
Her ready assistance lend;
To play the organ on Sunday
Would aid our laudable strife
To save the society money;
Wanted—A minister's wife.

And so, if our efforts prosper,
We hope by working the two
To rebuild the church, to pay the debt,
Then we shall know what to do;
For they will be worn and weary.
Needing a change of life.
And we'll advertise: "Wanted—
A minister and his wife."

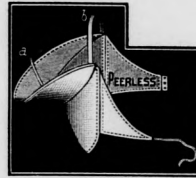
We carry a complete stock of Untrimmed Straw Hats

For Ladies, Misses and Children, from \$2.00 per dozen upwards. We are also showing a large assortment of Ready-to-Wear Hats for Ladies, ranging in prices from \$9.00 to \$36.00 per dozen. Write for samples and prices.

Corl, Knott & Co.

Jobbers of Millinery
Grand Rapids, Michigan

Peerless Dress Shields



Protect the corset, as well as dress and sleeves, from perspiration. Superior to any ordinary dress shield. Save all the trouble of tacking or sewing a pair of shields in each dress. Just the thing for summer wear. An agent wanted in every town. Write for catalogue and prices to

Madame C. F. Salisbury,
Battle Creek, Mich.

How's Your Stock?

How is your lap robe and fly net stock? If you want some more robes—nice ones, which it pays to handle, or some fly nets, at all kinds of prices, write or telephone us and they will be off to you on the first train.

They say our stock in these goods is the best selected in Michigan. A descriptive price list will be mailed you if you want it.

Brown & Sehler, Grand Rapids, Mich.

A. M. Dean Company, White Lead and Color Works

230 and 232 E. Kalamazoo Ave.,
Kalamazoo, Mich.

Manufacturers of the most durable paint made. Every gallon warranted to wear as good and look as well as any paint made and better than pure white lead.

Write for prices and terms. One agent wanted in every town.

Two Bargains in Umbrellas and Parasols.



One lot of men's 30 inch fast black with natural stick handles at \$4.75 per dozen.

One lot of Ladies' 26 inch fast black serge, steel rod with silver mounted Handles at \$4.75 per dozen.

If your stock is low sort up now. Our line is one of the best we have ever shown.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

Job in 28-inch Dress Goods

About one hundred pieces to close at
7½c. Worth up to 12½c.
Order quick.

P. Steketee & Sons,

Wholesale Dry Goods, Grand Rapids, Mich.

Clothing

Some of the Fashions Which Go and Come.

Women have a reputation for fickleness among rejected suitors, a few poets, more authors and a still larger number of department store salesmen, whether deservedly, it is not for us to say. While we do not want to find fault with the weaker sex, nevertheless we must do so with one woman, who not only is one of the oldest as well as most powerful women in the world, her almost innumerable slaves being found in nearly every clime, but is even more fickle than the American people's admiration for their living heroes. The lady we refer to is Mrs. Grundy. She resembles many others of her sex, inasmuch as the date of her birth is uncertain. It is only known that she was born many centuries ago, and since the day of her birth she has been telling people what to wear and what not to wear, and ever since she has been changing her mind so often that when a new fashion comes in we often find that it is either the identical same garment that was worn many years ago by our ancestors, only to be discarded and resurrected again, or some modification of the same with a few of the details changed. Just as nature with her wonderful foresight prevents too large a number of animals and plants from accumulating upon this earth by giving some more strength than their less fortunate companions to protect themselves against their enemies, thus causing "the survival of the fittest," so does the common sense of man in the end weed out most of the less useful and less indispensable articles of wearing attire, retaining the styles that are the most comfortable and well-appearing. Of course, we do not mean to assert that man's attire at the present day is all that it ought to be.

No doubt there are many idiosyncrasies of fashion that future generations will criticise and laugh at, just as we criticise the hoop skirt and many other absurdities of bygone years, but these abominations are either temporary fads that will soon disappear, or fashions of longer standing that, while they will take longer for man's good sense to eliminate, in the end will be entirely discarded. The ideas of man are continually developing and improving, and every minute we gain fresh proofs of his ingenuity. The same holds good in regard to men's fashions. They do not retreat or stand still; every year we notice some improvement in regard to both good taste and comfort, as well as from an artistic point of view. And many a hint do we receive both from our near and farther back ancestors in the matter of dress, just as most of our laws were made by them hundreds of years ago, and just as we are constantly learning from their trials and tribulations. So, if you examine this matter closely, you will be surprised to find out how many points of similarity there are in the clothes worn to-day and those worn twenty-five, one hundred or even hundreds of years ago.

The Raglan is a good example of a garment that has been discarded and restored to public favor again within a comparatively short number of years. Fifty years ago, an enterprising tailor manufactured an overcoat very much like the present Raglan, calling it after the then popular and well known, but now almost forgotten, hero of the Crimean war, Lord Raglan. The popular-

ity of the coat became enormous, and remained so for about two years. Then it gradually lost caste, and in three years time, the coat was seen on a man's back about as often as Lord Raglan's name was on man's lips, practically never. However, the popularity of the coat was not dead; it was only slumbering. Recently the English swells began wearing it. It was a matter of course that it should cross the ocean and arrive in America. A few Americans, who had returned from England, were seen in the streets with their newly purchased Raglan overcoats, trying to look as though they were not aware that everyone was gazing upon them. From that time on, it gradually wormed its way into the favor of the Americans, so that now it is worn, not only by the most exclusive dressers, but by men who copy what the exclusive dressers wear, just about the time that the latter, seeing that it has become popularized, discard the garment in favor of some newer coat. The Raglan has not come to stay for any length of time. Already variations of the same are appearing, and the excessive popularity, causing imitations by cheap tailors, will cause it to disappear for a time, leaving behind it a tendency towards wearing overcoats looser than was formerly the case.

What a large number of people have seen that great old comedy upon which so many recent plots are based, The Rivals, and have laughed at and enjoyed the great comedy acting of that actor who seems, like wine, to improve with old age! And how many spectators, three years ago, looking at the gorgeous attire worn in that play, showing fashion as it was during the Eighteenth Century, would have dreamt that the gorgeously flowered and fancy waistcoats worn by the various male characters, would again find favor at the end of the Nineteenth Century? Yet, such is now the case. I have seen waistcoats of every hue and degree of gorgeousness, fully as bright as those worn a century ago, while some flowered vests seen in the windows of prominent tailors were the counterpart of those worn by Bob Acres and Sir Anthony Absolute. The reason for this is that man so seldom has a chance to show bright colorings in his attire that when the chance does come, he is liable to become "color drunk" at his unusual privilege, and not stop at the lines bounded by good taste, until his natural dislike for any article of wearing apparel that outrages the best dictates of fashion reasserts itself. Such is the case at present, as there is a quieter tone prevailing in men's fancy vests, and our ancestors' elaborately flowered and gorgeous waistcoats are disappearing gradually. Which one of their customs or garments may become popular next, there is no telling. If a man were to walk through the streets of New York with an old-time three-cornered hat on his head, he would be laughed at, and there is a chance that he might be the advance guard of a number of men who would adopt hats of that style. You can never tell how a fashion is going to "take" until it is tried.

Takes After His Father.

Growells—I wonder what makes that boy cry so when the nurse is trying to wash the dirt from his face?

Mrs. Growells—Oh, I suppose he takes after you.

Growells—Now, what do you mean by that?

Mrs. Growells—He wants the earth.

To Brighten Up Your Line



To give it character and tone, to make it more attractive—there's nothing on the market that will do it so well as "H. Bros. correct clothes." This is especially true of our Fall Overcoats for men; they're the kind your trade wants; in style, new and natty; in workmanship, equal to custom tailoring; in fit—perfection. They look well—they wear well—not only for a day, but for the entire season. The same we can say about our Suits; they're trade bringers, trade makers and trade holders every time. They're about the next best thing to custom made clothing on the market. "Better qualities for less money"—that's the point! We're showing:

Men's Fall Overcoats from \$3.75 to \$16;

Men's Fall Suits from \$3.75 to \$14.

Also, a complete line of Boy's and Children's Suits at popular prices.

Let us send you samples; you'll find them even better than we say.

Correct Clothes **Heavenrich Bros.** **Detroit Mich**

A Record Breaker

Is the black Clay Worsted heavy weight suit which we are offering at

7.50

Write for sample to convince yourself that nothing has been offered to you like it for such money.

Would you like to see our complete line? If so, drop us a postal.

m. Wile & Co.
MAKERS OF FINE CLOTHING

for Men, Boys and Children.

Buffalo, N. Y.



WRITE

For samples or catalogue "M" of the **FAMOUS "BANNER BRAND"**

Boys' and Children's Clothing, Boys' Waists, Ladies' Waists, Wrappers, Skirts and Dressing Sacks.

Offices in all the principal cities.

Strouss, Eisendrath & Co.
240 to 246 Jackson Street, Chicago, Ill.

When the Husband Should Masquerade as a Star Boarder.

Cincinnati has a judge who is, in good truth, a second Daniel come to judgment. The other day he was called to pass upon the marital woes of a young couple who testified that they led a cat and dog life together and that they could only agree to disagree. The case was complicated, as divorce cases are apt to be, by the fact that there were children, whom both parents desired to keep and whom the father must support. In this dilemma, the wise judge advised that instead of separating, the warring parties go back home and see if they could not get along more peaceably with the man occupying the altered status of star boarder, instead of husband.

The idea is one so luminous with good, hard common sense that it suggests its extension, with modifications and alterations to fit the case, into other households which are still a long ways on the sunny side of the divorce, court, but whose bickerings are sufficiently frequent to keep them perpetual storm centers. The greatest charm, as well as the greatest misfortune, of family life is its continual association, its intimacy and lack of reserve. When this means a love and sympathy so acute that it divines, as if by instinct, our every thought and feeling; when it means a comradeship so true and so congenial that it doubles every pleasure and halves our pains, heaven has given us its best gift, and we may well be thankful for it. When it simply means that because a person is kin to us, or married to us, they feel that it gives them liberty to offer us insulting criticisms and tell us unpleasant truths, as they would not dream of doing to a stranger, it can make the family circle as good an imitation of an unmentionable place as anyone need desire to see. There are many people who reserve their bad manners, as they do their old clothes, for home wear, and there is no doubt that in many families an element of formality could be introduced as a peace measure with beneficial results.

From the woman's side of the subject there are various things to recommend a husband in the role of star boarder. For one thing, it offers a satisfactory way of laying that spectre that haunts so much domestic life—the financial problem. Sordid as it seems, it is nevertheless true that the money question is just as disturbing in the home and just as provocative of a row as it is in national politics. It is Mrs. Benedict's persistent and continual demand for money for the butcher and baker and candlestick maker, and Mr. Benedict's tart replies in consequence, that precipitate nine-tenths of the arguments that end by Mr. B. jamming his hat on his head and slamming the front door behind him, and Mrs. B. sobbing out that she wishes she had never left her momo-mother!

In no other thing are men so illogical and unreasonable as in the way they treat their wives about money. Every man worthy of the name expects to support his family when he gets married. In reality, he probably does not object to doing it. He is perfectly well aware that servants must be paid, supplies for the table purchased, clothes bought, and that children are apparently born for the sole purpose of enriching the shoemaker and the school book publisher. Yet, knowing all this, about half the men you know seem to take it as a personal injury and grievance

when their wives come to them for money for the common family needs. "Great snakes, you want wash money again?" they cry. "What, the flour out again! You need a half dollar to pay for getting Johnny's shoes mended! By George, I believe you think I am made of money!" and alas for human frailty, the woman is more than apt not to return the humble answer that extracts money and turns away wrath, but to remark, instead, that if she were a miracle worker and could run a house without money, she wouldn't be working for any man for her board and clothes—she would be secretary of the treasury.

There are plenty of such homes—and the men in them are not necessarily mean, only thoughtless and inconsiderate—where every single item of expense is argued out at as much length as if it were a Mississippi River improvement appropriation bill, and where a pair of shoes can't be bought for the baby or a calico frock for the wife without a debate that is hot enough to leave a blister. The inevitable result is continual friction that spells disaster to the family, and the very best thing any woman under such circumstances can do is to take her husband as a boarder, charge him enough to run the house on and spend the money in peace and as she pleases. As long as she makes him comfortable he has no more right to interfere in her management than he would with any other landlady's methods. Women confide too much, anyway. There is no earthly use in telling beforehand everything one thinks she is going to do, particularly if it is liable to be objected to. Do it first and discuss it afterwards. Saw wood and say nothing, is a wise motto for wives as well as politicians.

Another advantage that many women would gain if they could induce their husbands to regard themselves more in the light of a boarder, and less in the light of a boss, would be a very superior article of manners to that to which they are now accustomed. No man would think, for a minute, that because he paid his board it gave him a right to sneer at his landlady's opinions, deride her views, ridicule her sentiments. These are privileges that matrimony alone bestows upon a man and many a woman's fondest dream of happiness is to wish that her husband was as polite to her as he is to other ladies. He will listen with apparently absorbed attention while another woman airs her views on the South African war; he is quick enough to respond to another woman's witticism, but let his wife undertake to expound the political situation or tell a story and he hasn't the slightest hesitation in shutting her up by telling her that she doesn't know what she is talking about and that he read that joke in Punch during the deluge.

Likewise, as a boarder, he might even be aroused to express some gratitude and appreciation for the tireless devotion to his interest, the unceasing study of his pleasure and comfort, the love that never fails, that now, as a husband, he takes for granted, and doesn't think worth mentioning. So, too, when he is sick. He feels that he is at perfect liberty to reward his wife's sleepless nights, her worry and care, with grumbles and growls and ill temper, but he would never dare to treat an angelic landlady, who was nursing him, that way. He would feel that he never could repay such self-sacrificing goodness, and besides he would be afraid that if he didn't behave himself she would turn

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We pay Highest Market
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The Sun Fruit Jar



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Restricted Price Guaranteed

The only jar on which a good percentage of profit can be made by both jobber and retailer.

A jar in which canning can be tested, and which dealers can guarantee to customers against loss by breakage through imperfections in the glass.

Easy to seal, easy to open, guaranteed, tested, uniform, strong, clean, simple.

No danger of fruit spoiling, no danger of burning hands in sealing, no prying to open, no grooves to gum, no metal to corrode or taint contents, no wire to stretch, no loss by breakage, no special rubbers or covers.

WE HELP YOU TO ADVERTISE

To facilitate sales we furnish printed matter and hangers (with our names omitted), electrotypes, sample cases and order books, or separate restricted price agreement to concerns who have salesmen out.

The Sun Fruit Jar Co.

74 Wall Street

New York City

Agents, Hall & Hadden, Grand Rapids, Mich.

Citizens Phone 2218.

18 Houseman Building.

Prices no higher than other high grade Jars.



No. 8—Concord Wagon

If you want the agency for, or want for private use, a good reliable vehicle built on a "how good" and not "how cheap" plan, write to us for our 1900 catalogue and price list. No trouble to show goods and when you are in the city shall be pleased to have you call on us.

ARTHUR WOOD CARRIAGE CO., Grand Rapids, Mich.

him over to a hired nurse and go off and leave him.

Nor would all the advantages be on the side of the woman. Many a man would have everything to gain in being promoted from the rank of the husband to that of the star boarder. It can not be denied that if there are cantankerous husbands—and I am talking now not of the happily married, but of the disgruntled of both sexes, to whom matrimony has brought more kicks than ha'pence—there are also neglectful wives. There are women, good women, in whom the mother kills the wife, and who after the coming of the first baby simply exist for their children.

Such a woman goes dowdy in her clothes, because baby hands pull so at frills. She puts away all the pretty things in the house because she doesn't like to interfere with the children's enjoyment of playing train with the parlor chairs. Nobody dares laugh aloud for fear of waking the baby. She considers it of infinitely more importance to hold a spoiled child's hand while it goes to sleep in the evening than to try to cheer and entertain a tired and worried husband, and in one case which I knew she kept the table down to an almost sterilized baby food standard because it was so hard for the precious little darlings to see rich and highly-seasoned food that they were not permitted to eat.

In such a family, and there are plenty of them, the husband merely exists as a kind of animated cash register. He is of no consequence in the house. None is so poor as to do him reverence and he is right to strike for the position of star boarder—the gentleman who pays the rent and who is entitled, on that account, if no other, to the best of everything. "Ah, colonel," says the lady in one of Maurier's cleverest cartoons, "after all, the liver wing is the choicest bit of the fowl, isn't it?" "I don't know," replies the poor colonel. "I have never tasted it. In my youth they gave it to the old people and now the children get it all." The liver wing and other perquisites, like the best of his wife's society, her prettiest manners and prettiest looks, the colonel might claim as no more than the star boarder has a right to expect.

A small matter, but still worth mentioning in this connection, is the fact that the landlady doesn't feel free to lecture the star boarder. That way lies peace. She may perceive his faults, but she doesn't consider it her duty to call his attention to them. She notices his mistakes, but refrains from saying "I told you so." She has heard his old stories time and again, but it is her business to laugh at them and she does it. She defers to his tastes, she studies his whims, and the star boarder stays on, and the establishment prospers. The moral of all of which seems to be the rather cynical one, that in order to get along harmoniously and peacefully with one's family it is only necessary to treat them with the same courtesy, consideration and deference that we show to strangers. Dorothy Dix.

Giving Good Advice.

However frugal we may be in other respects, none of us are niggardly when it comes to bestowing good advice upon our fellow-creatures. It is the one time when we are all agreed in the grand altruistic belief that it is more blessed to give than to receive, and so we go cheerfully along, offering gratuitous counsel to every one we meet, no matter how ignorant we may be of all the es-

sential conditions surrounding them, or how unfitted we are to pass upon them.

A recent, and very amusing illustration of this universal foible was given in the message sent by the "Don't Worry Club," of Cleveland, to President Kruger, and to which he has sent a polite reply expressing his appreciation of their delicate attention. It is imaginable that in the Transvaal, where we are told that they don't worry about education, or cleanliness, or fashion, or progress, or many of the other things that vex our souls, the ethics of the Don't Worry Club may not be fully understood, but surely for once the good advice and the hour met. The idea of sending a man harassed by a victorious enemy, with hopes overthrown and a country laid waste, a message not to worry was nothing short of an inspiration, and every one will sincerely hope that Mr. Kruger will be able to take the good advice thus offered.

In a smaller and less picturesque way, most of us have experienced something of the same kind and realized how easy it was for the person sitting safe and comfortable at home to advise the one in the thick of the fight not to mind the wounds he was getting. The old bachelor, who regards all children as more or less troublesome little beasts, of whom anyone must be glad to be rid, can't see why the anxious mother, with all her wealth in one coin, as Mrs. Browning says, should worry about her child every minute it is out of her sight. The rich and prosperous, with an assured income, grow eloquent over the poor clerk worrying for fear he may get sick and lose his place. The woman with old, trained family servants thinks it positively weak-minded for the woman with one green girl to worry so over her housekeeping. Those with the digestion of an ostrich jeer at the fads of the dyspeptics, who are always worrying about what they can eat and what they can't.

It is always safe advice to tell people not to worry, but, after all, we owe more to those who worry than to those who don't. Contentment is comfortable, but it isn't progress. The men and women who move the world are the discontented. The woman who is satisfied to wear a calico frock will never wear a silk one. She who is contented to sit on the lowest rung of the ladder will never perch on the top one. The mothers of great men have never been the placid women who sat with folded hands and let events take their course. They have been the women who wanted an opportunity for their children and worried until they got it.

As a dispenser of good advice, the "don't worry clubs" are beyond price. There is no doubt that health and peace and happiness await the man and woman who can make up their minds to quit worrying and take life as it comes, but they will get precious little else. The worryers will have all the plums. Worrying is aggravation, but placidity is always stagnation. Cora Stowell.

Charity grows crusty when continually asked for bread by a man who wants nothing but whisky.



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\$1.00 PER 100.
Write for samples and styles to
N. W. STAMP WORKS,
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Makers of
Rubber and Metallic Stamps.
Send for Catalogue and Mention this paper.

ALABASTINE

LABASTINE is the original and only durable wall coating, entirely different from all kalsomines. Ready for use in white or fourteen beautiful tints by adding cold water.

ADIES naturally prefer ALABASTINE for walls and ceilings, because it is pure, clean, durable. Put up in dry powdered form, in five-pound packages, with full directions.

LL kalsomines are cheap, temporary preparations made from whitening, chalks, clays, etc., and stuck on the walls with decaying animal glue. ALABASTINE is not a kalsomine.

EWARE of the dealer who says he can sell you the "same thing" as ALABASTINE or "something just as good." He is either not posted or is trying to deceive you.

ND IN OFFERING something he has bought cheap and tries to sell on ALABASTINE'S demands, he may not realize the damage you will suffer by a kalsomine on your walls.

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N BUYING ALABASTINE, customers should avoid getting cheap kalsomines under different names. Insist on having our goods in packages and properly labeled.

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STABLISHED in favor. Shun all imitations. Ask paint dealer or druggist for tint card. Write us for interesting booklet, free. ALABASTINE CO., Grand Rapids, Mich.

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121 S. Front St., Opposite Pearl, Grand Rapids, Mich.

Bell and Citizens Phones 261.

YUSEA MANTLES.

We are the distributing agents for this part of the State for the Mantle that is making such a stir in the world.

It gives 100 candle power, is made of a little coarser mesh and is more durable.

Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

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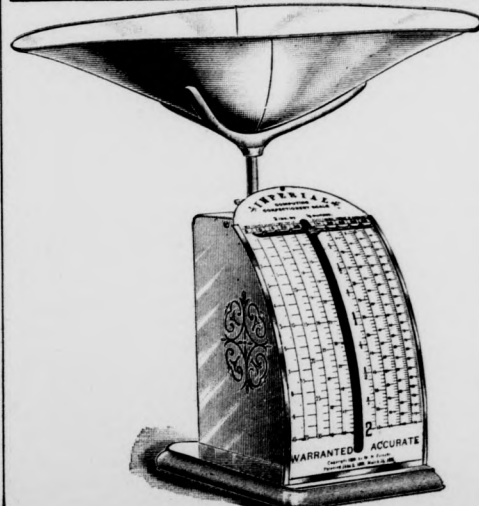
Mill and Warehouse: 200 South Front Street. Office: Room 20, Powers' Opera House Block, Grand Rapids, Mich.

An enterprising agent wanted in every town. Send for circular with references.

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The best plastering material in the world. Fire proof, wind proof, water proof. Is not injured by freezing. No Glue, no acid. Ready for immediate use by adding water.

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"Imperial" Computing Scale

For Candy, Tea, Tobacco Seeds, Spices, Etc.

Tells at a glance the exact cost from 5 to 60 cents per lb. at the usual prices at which candy is sold. Warranted accurate. Beautifully nickel plated. Saves both time and money. Weight boxes 2 1/4 lbs. Gives also exact weight by half ounces. Order through your jobber. Send for new catalogue of Confectionery, Counter, Household, Market and Postal Scales.

Pelouse Scale & Mfg. Co., Chicago, Ill.

Hardware

Varied Experience of a Hardware Broker.

For fourteen years the firm of Converse & Steele, dealers in hardware, tools and agricultural implements, had at first existed, then lived, and, for the last five years, under the sign of the gilt horseshoe, had prospered exceedingly. But after a time John Converse, emboldened by success and cramped by the limitations of a town of 60,000, had for two or three years been longing for an opportunity for expansion. This opportunity came in the offer of a salesman with a Chicago house to purchase his interest for a sum which triple plated his already brightly polished hopes.

Viewed by E. Prentiss Grindstone, aged 24, clerk in the employ of Converse & Steele, the situation resembled that of the Italian peasant who fails to admire the eruption of Vesuvius in his helpless contemplation of the sure approach of the lava which means the destruction of his vineyard and home. The Chicago traveler had a son he wished placed, and Prentiss knew there was no room for another clerk, and that at the expiration of his year he must go.

With this prospective he turned to the "Help Wanted" advertisements and he found eight vacancies for chemists, cutlery salesmen, foundry foremen, metal salesmen, and but one, the last of the list, for a hardware clerk. Continuing down the column, he found under "Situations Wanted" thirty-one applications for positions as book-keepers, foundry superintendents, and, sadly mismated, one who "thoroughly understands the art of moneymaking." Somewhat alarmed by the disproportion of the "ins" to the "outs" he sent in an application for the hardware clerkship, bolstering it with a letter of recommendation from Mr. Converse and also one from the cashier of the only national bank in town. He sighed as he read, "E. Prentiss Grindstone is heartily recommended as a young man of good character, thoroughly honest, and well posted in the details of his business."

The letter mailed he returned to his work, endeavoring to rid his mind of the problem which continually vexed him, "If it takes that letter a day and a half to go and the same to return, when may I receive a reply?" In his struggle he was encouraged by the name of the occupation of one of the vacant positions, there being something magical in the name metal salesman, which conjured before him visions of happiness produced by a plentiful supply of a certain much coveted yellow metal. In as much as the metal sold by the salesman referred to in the advertisement was pig iron, it required just such alchemy as abounds in the imagination of youth to produce the change. Continuing his search through the journal he found among the notices of Stores For Sale a small insertion announcing that Langdon & Co., of Chicago, desired a salesman, on commission, to sell babbitt metal. With the metal idea at white heat in his brain and quite dispelling the clerkship, he went home, nervously waiting for the hour when his father, after the evening meal, would fill his malodorous pipe, and, with feet elevated on the rail of the front porch, proceed to fumigate the vicinity.

Owen Grindstone was of Welsh and Irish descent, and had come to Ohio in the "Canal age." Through native

shrewdness, as contractor for the sinuous water ways, he had accumulated an ample fortune. In the raising of his children he exemplified this talent by the formation of such terse maxims as, "To ruin a boy give him a pony." "Work and plenty of it is a young man's salvation." To E. Prentiss these maxims had been very bitter pills. To be compelled to pay \$3 a week for board out of a salary of \$10, and that to his own father, seemed the superlative of harshness; to be sure, as things went he got his money's worth, for as Kennedy the grocer said: "Owen was a good liver." Upon this particular evening late in April, the old gentleman abandoned the porch, but not the pipe, to inspect and adversely criticise a section of the ditch being dug past his property, in which were to be laid pipes for the new water works, an improvement of much interest to taxpayers. With no interest in the ditch Prentiss followed his father.

"What's new at the store?" enquired Grindstone, Sr., as they stood looking into the narrow trench. "New boss come yet?"

"He's coming to-morrow, I hear," replied Prentiss, "and that means a short shrift for me. Seems to me, father, you might give me a lift toward a start in business."

"You in business!" interrupted his father. "What's a boy like you to know of business? You can't see yet. If I was a young man in your position I could start without capital and make money."

"It is for you to talk so, now that you are fixed," said Prentiss. "But times have changed and a young man has not the opportunity for moneymaking that you had in your day."

"Tut! Tut! boy. The trouble with the youngsters to-day is they can't see; the chances are as good as they ever were. There is one for you right here in this ditch."

"But I don't see it, father."

"Of course you don't; that's what I say, you can't see. Now, what's this ditch for?"

"Water works for the town."

"How will the water be used on the lawns?"

"By hose, I suppose."

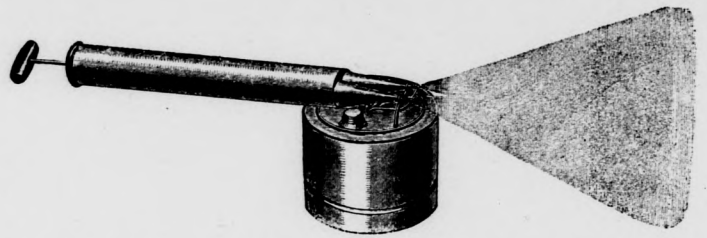
"Who'll sell that hose?"

"The hardware dealer, of course."

"Not if you have enterprise enough. Now, see here. It will be several months before this pipe will be done. Nearly every house on Peebles avenue and Grant street and on many cross streets will want hose. You will be free, you say, by May 1. See if you can't get the agency of some rubber house, and make a thorough house to house canvass with samples, and I'll bet you'll sell several thousand feet of hose before the hardware chaps are onto the scheme."

The town of Melrose, located upon a plateau, is one of the best business and manufacturing towns of its size in the Western Reserve. The main line of the C. C. & C. R. R. skirts its southern border, thus drawing away from the residence portion quite an imposing number of industries, locally called "shops." These vary in importance from the Burnside Machine Works, employing 300 hands, and occupying two acres of ground, to the Enterprise Novelty Company, consisting, principally, of a large sign facing the railroad, and the proprietor, who is also office force, salesman and mechanic. Through the center of the town runs the old post road, now called High street, strung along which, to the east and west, are

INSECT SPRAYERS

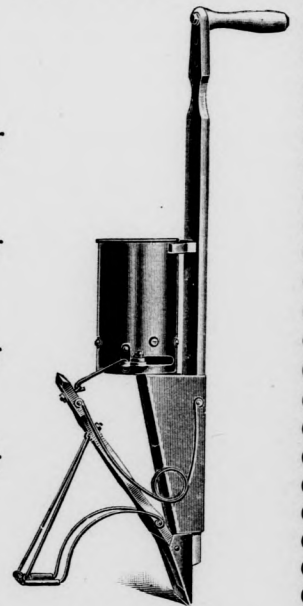


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WM. BRUMMELER & SONS,
MANUFRS. OF TINWARE AND SHEET METAL GOODS,
249 to 263 South Ionia St., Grand Rapids, Mich.

Agents for the

- American Corn Planter
- Babcock Corn Planter
- Triumph Corn Planter
- Acme Corn Planter



Send in your orders at once.

FOSTER, STEVENS, & CO., Grand Rapids.

Buckeye Paints, Colors and Varnishes

are unsurpassed for beauty and durability. Do not place your orders until our Mr. Carlyle calls.

Buckeye Paint & Varnish Co.,
Toledo, Ohio.

Alexander Tubular Furnaces

Before buying a new furnace investigate fully the Alexander's points of excellence:

1. They have a larger radiating surface than any other furnace.
2. For economy of fuel they are unsurpassed.
3. They have double ventilated casings.
4. They have revolving duplex grates.
5. All cleaning can be done direct from the door.

We make a specialty of heating and ventilating stores, residences, churches and schools. Write for catalogue and prices.

Alexander Furnace & Mfg Co.
Lansing, Michigan



the homesteads of the pioneer settlers. These give place gradually to the hotel, bank, hardware and other stores, forming what the High streeters delight to call the business center. Sloping gradually from High street toward the flats, Broadway, a wide, well paved street, contests with High street the claim to mercantile supremacy. It, too, has a hotel, a bank, National at that, and a hardware store. The title to supremacy is considered temporarily settled when either contestant secures the postoffice, consequently the postal authorities are continually besieged by rival committees. When High street has it, Broadway is out looking for signers to a petition for its removal. If by some turn of the political wheel Broadway secures the prize, High street is in a state of upheaval.

When, for the last time as clerk, Grindstone, Jr., walked under the gilt horseshoe, shining resplendent in fresh leaf and a new firm name, Broadway was the Mecca of the townspeople, for it now possessed the postoffice, pretentious in patent lock box system, which the "Broaders" considered far ahead of free delivery.

With the thought of his unanswered application in mind he turned his steps in the direction of the postoffice. Near the entrance, through which a throng of people were surging, he was accosted by a six foot young man carrying a surveyor's apparatus on his right shoulder, who said, "Hold this, will you, until I get the mail?"

"Get mine, too," called Grindstone as he took the transit. In a few minutes he came out with several packages and letters which he handed Grindstone, saying, "Come over and inspect my new quarters, just across the street." Together they ascended a flight of stairs and entered a large room on the second story, lighted by three windows. On each side of the room were long, high, unpainted tables. "Who's in with you?" enquired Grindstone, glancing at one of the tables covered with architectural drawings.

"Dawes," replied the surveyor, putting away his instrument. "The room was too large for me, and is yet; notice that alcove?" he enquired, pointing to an offset made by the stairway. "That would make good desk room for some one, if agreeable to all concerned."

"How much?" laconically enquired Grindstone, standing in the alcove and looking across at the stream of people passing in and out of the post office.

"Five a month, to a good fellow."

"You don't want much! I'll give you three, and that's just so much money found, and you know it."

"You! What do you want with it?" The surveyor turned quickly toward Grindstone, motioning toward an unusually high stool before one of the tables. "Climb up there," he continued; "now, what's up?" Grindstone perched himself as directed, with his back to the table, leaning upon it with both elbows.

"Maybe you know and maybe you don't," he commenced, "that I am out of a job."

"That wouldn't worry me," interrupted the surveyor, "if my dad was as well heeled as yours."

"That kind of talk makes me sick, French," testily retorted Grindstone. "Everybody in this town knows O. G., and then to talk that way to me—"

"Well! well! never mind, I'll take it all back," laughed the surveyor, "so go on."

"He has suggested a scheme, O. G. has," explained Grindstone, somewhat mollified, "which I think is a pretty good one. You see these Wienerwursts," holding up six or eight 3-inch lengths of rubber hose strung on a string, which he had taken out of one of the postoffice packages. "Over there (pointing to the postoffice) you may see at the present moment Doc Layton, Judge Patterson and several more, while before you is E. P. G. Well, that's the combination. My friend here, Mr. R. Hose, is desirous of entering society, and I have been suggested as the proper person to make the introduction, so that alcove would just hold my desk nicely. There, unobserved, I can await the coming of the 400, then rush over to the office, go through the form of coming after the mail, engage society in conversation, present R. H., and 'if well done when 'twere done,' the affair will result in the satisfaction of all concerned."

"That'll do, perhaps, during the summer, but how about winter?" enquired the surveyor.

"Well, to be candid," replied Grindstone, "the result of the hose business is largely imaginary, and even if I do sell hose, it won't take long to stock this town, so I intend canvassing the shops for their trade. Here—" untying a package, "are samples of Babbitt metal, solder, etc., which came by express. Nate Plumb—you know Nate, foreman at Burnside's—told me they use tons of Babbitt, and," excitedly, "Mr. Burnside said if the quality and price were right he would give me an order. Then tools—the Rasp File Company, of Philadelphia, write they will give me a good price and protect me on all orders that come through my influence. Besides, I have several other things in view; so now what do you say about that alcove?"

"Oh, that's all right," replied French, examining one of the pieces of hose. "I'll be glad to have you in with me, and it will be all right with Dawes. This kind of hose," holding up one of the samples he had separated from the bunch, "is all right. When I was surveying the lock works' plot I saw a section in Jake Burns' barn. I think he said he had used it five years."

"Is that so?" exclaimed Grindstone. "If I can use Jake as a recommendation, that'll be great. So here's for a try," jumping down from the stool. "Tomorrow I'll be with you, and it will see the starting of the first hardware broker in Melrose."—Iron Age.

Wire Nails and Old Nails.

Careful experiments made at Cornell University are said to show that: "First, cut nails are superior to wire nails in all positions; second, the main advantage of the wire nail is due to its possessing a sharp point; third, if cut nails were pointed they would be 30 per cent. more efficient in direct tension; fourth, wire nails without points have but one-half their ordinary holding power; fifth, the surface of the nail should be slightly rough, but not barbed—barbing decreases the efficiency of cut nails about 32 per cent." The pointed end enables the nail to enter wood without breaking its fibre excessively, thus preserving its grip. A serious defect of wire nails is their readiness to rust. They are made generally of a sort of soft steel, and steel rusts more readily than some other forms of iron. In some parts of the country, it is said, shingles put on with wire nails drop off after six or eight years.

Keep your credit good by using it sparingly. It is like your bank account, the more you use it the weaker it becomes.

Hardware Price Current

Augurs and Bits			
Snell's.....	25		
Jennings genuine.....	60		
Jennings' imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	7 00		
First Quality, D. B. Bronze.....	11 50		
First Quality, S. B. S. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	18 00		
Garden.....	30 00		
Bolts			
Stove.....	50		
Carriage, new list.....	50 10		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	8 c.	7 c.	6 c.
BB.....	9	7 3/4	6 3/4
BBB.....	9 1/2	8 3/4	7 3/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28		
Discount, 65 10.....	17		
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	80&20		
Double Strength, by box.....	85&10		
By the Light.....	80&10		
Hammers			
Maydole & Co.'s, new list.....	dis 33 1/2		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 75 c rates		
Light Band.....	3 1/4 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	85		
Door, porcelain, jap. trimmings.....	1 00		
Lanterns			
Regular 0 Tubular, Doz.....	5 25		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00..dis 60		
Metals—Zinc			
600 pound casks.....	7 1/4		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clster.....	70		
Screws, New List.....	80		
Castors, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4 c per pound extra.			
Planes			
Ohlo Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 60
Wire nails, base.....	2 50
20 to 60 advance.....	Base 5
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	15
Fine 3 advance.....	17
Casing 10 advance.....	25
Casing 8 advance.....	35
Casing 6 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	45
Finish 6 advance.....	85
Barrel 1/2 advance.....	
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45
Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	13 00
Ropes	
Sisal, 1/2 inch and larger.....	10 1/4
Manilla.....	16
Sand Paper	
List acct. 19, '86.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14.....	\$3 20 \$3 00
Nos. 15 to 17.....	3 20 3 00
Nos. 18 to 21.....	3 30 3 20
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder.....	40
Loaded with Nitro Powder.....	40&10
Shot	
Drop.....	1 50
B B and Buck.....	1 75
Shovels and Spades	
First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10
Solder	
1/2 @ 1/2.....	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.....	65
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Community, Hawley & Norton's.....	65&16
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25
Wire	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	3 20
Barbed Fence, Painted.....	2 90
Wire Goods	
Bright.....	75
Screw Eyes.....	75
Hooks.....	75
Gate Hooks and Eyes.....	75
Wrenches	
Baxter's Adjustable, Nickleed.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.....	70&10

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

Eggs

Observations by a Gotham Egg Man.

The suggestion in regard to establishing a weight standard for the different grades of eggs has been commented upon considerably by egg receivers and seems to meet with very general approval. In fact, the more consideration is given to the matter the more certain it appears that the weight system presents many advantages and no disadvantages whatever. One of the difficulties met with in buying and selling eggs under trade rules has always been the uncertainty as to whether lines of goods would pass inspection. Not only does this uncertainty arise in the mind of a receiver as to his own judgment of quality, but the judgment of the inspector, which is very naturally more or less variable, must also be considered. Under present rules the opportunity for variable and uncertain judgment comes in regarding the proportion of fresh, full eggs, the relative quality of the balance, the size, and the cleanness. Now there is more probability of a fair uniformity of judgment as to the proportion of fresh and full eggs than as to size. Small objects never look so small as when they are mixed with large and it is difficult to keep one's judgment always the same as to different lots of eggs being "reasonably large." The more of uncertainties we can bring down to a constant and unvarying standard the better. So far as quality and relative cleanness are concerned those must inevitably be left to the judgment of inspectors. But rules governing them will always work well or poorly according to the uniformity of judgment. As to size the rules aim at uniformity of requirement, but do not provide the only standard by which such uniformity can be obtained. Why do the rules provide that fresh gathered firsts, for instance, shall be "of good average size?" This is evidently only effort to provide a standard of size by a means which is indefinite and uncertain, when by simply weighing the goods inspected the object sought could be certainly and definitely attained. We have yet to hear a single valid objection to this manifest improvement in the egg rules and there can be little question that the greater certainty of judgment as to official grade which a weight standard would give would greatly facilitate business under the rule. As to the proper net weights which should be designated for extras, firsts and seconds, and whether these should change from season to season and be different for storage eggs than for fresh gathered—all this would require investigation at different seasons of the year. Why would it not be well for the egg committee to appoint a sub-committee of two or three to investigate net weights of different marks and qualities with a view to recording some data from which proper weight standards could be determined? One day's investigation should be sufficient to fix fair limits for fresh gathered eggs.

* * *

I am glad to note that more and more of the egg receivers are falling in line with the effort to sell eggs at mark all the time. Several receivers have told me that they are able to sell fully 90 per cent. of their receipts on the mark basis and it is very evident to one who travels through the egg market daily that the system is growing and giving satisfaction. Here and there are objections, however. One receiver said to

me the other day: "I declare I don't see how anyone can sell eggs at mark and get their full value; it's like buying a 'pig in a bag:' you can't tell anything about the amount of loss without putting out an expense for examination which would cost more than the commission; and even then the buyer will not accept your word for the quality and would bid low enough to cover the risk." And yet others, who have been endeavoring to sell all grades at mark report no serious difficulty. They say that they can ascertain the quality and loss near enough to make bargains which are satisfactory to their customers and themselves and their shippers and I am satisfied that more and more of the trade are taking this view. One member of the egg committee remarked the other day that he thought a sub-committee should be appointed to go all over the rules and put them on a case count basis throughout. But with the changes now contemplated (perhaps they will be adopted by the time this is printed) case count business may be fairly well provided for in the rules and it is certainly best to make changes only as changes in the natural method of doing business call for them.

* * *

Speaking of changes, I must say that if the new rule for case count firsts at mark during the loss off season limits the loss to 1½ dozen there will be mighty little case count business done in this grade "under the rule." The mark business now actually being done in grades which are fairly passable as firsts on a loss off basis is very largely on a basis of 2 doz. loss to the case; only the exceptionally fine goods go through with any lighter fixed average. Why not make the rule compare more nearly with what custom already establishes?—N. Y. Produce Review.

The Fastest Train to New York.

The Detroit-New York special is very popular, leaving Michigan Central station (Detroit) at 4:25 p. m. daily, reaching Buffalo at 10:10 p. m. and Grand Central station (New York) at 10 a. m. the following day, making the run in 16 hours and 35 minutes.

It is composed of a buffet, library car, New York sleepers, dining car and elegant day coach. If you ever go to New York do not miss this excellent service. All lines have connecting trains. 873

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Commission Merchants and Wholesale Butter and Eggs.

We are in the market for

200,000 lbs. Dairy Butter, 100,000 doz. Eggs.

Write us for prices. We pay CASH on arrival. We handle in our Detroit stores a full line of Country Produce, Fruits, Cheese, Beans, Peas, etc. We can handle your consignments promptly and make satisfactory returns. Send us your shipments. Established 15 years.

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If you have anything to offer in Butter, Eggs, Beans, Potatoes, Fruit etc., name price and quality f. o. b. or delivered.

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D. O. WILEY & CO.

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ESTABLISHED 1868.

BUTTER, EGGS, FRUIT, PRODUCE

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WE PAY CASH

F. O. B. your station for EGGS and all grades of BUTTER. It will pay you to write or wire us before you sell.

HARRIS & FRUTCHEY, DETROIT, MICH.

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IN ANY QUANTITY.

Hermann C. Naumann & Co.,

353 Russell St., Opp. Eastern Vegetable Market, Detroit, Mich. Phones 1793.

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

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Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437-439 Winder St.

References: Dun or Bradstreet, City Savings Bank.

Poultry

Poor Scalding Prevalent With Shippers and Buyers.

Scalded poultry is not in as much favor as dry-picked as a rule, buyers claiming it deteriorates more quickly than dry-picked owing to improper or careless scalding, and a good part of the season prices on scalded fowls are a fraction lower than dry-picked, except a few exceptional marks which bring as much if not more than finest dry-picked. This applies to the general run of stock but there is continual complaint about scalding, many lots, especially from new shippers, arriving slack-scalded or over-scalded and for all such stock it is impossible to realize full prices. This loss amounts to a great deal to shippers and could with a little more care be avoided. The directions for scalding usually sent out by commission receivers are as follows:

The water for scalding should be just at the boiling point, but not actually boiling. Immerse the birds, holding by legs and head and lifting up and down in the water three or four times. Immediately after scalding chickens and turkeys remove the feathers—pin-feathers and all—very cleanly and without breaking the skin. After scalding ducks and geese, wrap them in a cloth about two minutes; then the down will roll off with the feathers. All scalded poultry should be "plumped" after picking by dipping for about two seconds in very hot water—just under the boiling point—and then thrown into cool water of the natural temperature, where it should remain for 15 to 20 minutes. When the scalded poultry is to be packed dry for cold weather shipment it should be taken from the first cold plumping water and hung up by the feet until thoroughly cold and dry; it will then be ready to pack. But when it is intended to pack in ice for warm weather shipment, the poultry should be transferred from the first cool bath to another of colder water (not ice water) and remain there for one-half to one hour, after which it should be placed in ice water and left for eight to ten hours, when it will be ready to pack.

The object of placing the stock, after scalding first in water of moderate temperature, is to encourage the flow of blood, which would be checked if the stock were plunged immediately into ice water.

Guard against overscalding and underscalding; the former causes the yellow cuticle to loosen and rub off, giving the poultry a bad appearance, and the latter increases the danger of the stock becoming slippery in transit.

A leading receiver of dressed poultry in speaking on the subject said he had great trouble in getting some of his shippers to scald their poultry properly. Shippers are inclined to have the temperature of the water too low or too high. The water should be just off the boiling point and that is where the main trouble seems to be. If the water is too hot it cooks the skin and it comes off in little patches with the feathers, giving the poultry a pock-marked appearance. In avoiding this shippers do not scald the stock enough and it has a tendency to become slippery in transit or not keep well. In my opinion the correct way to scald poultry is to have two boilers, using them alternately. The water should be allowed to come to a boil and then a dipper of cold water thrown in, which will lower the temperature enough to take it just off the boiling point. The fowl should then be dipped and handed to the picker and the operation continued until the water gets below the boiling point, when the same operations should be gone through with the second boiler, alternating be-

tween the two according to temperature of water. In this way the water can be kept just right, whereas with one boiler the operator has to stop and wait, after dipping a few fowls, until the water boils up again, which is too slow work for most men. The fire underneath boilers should be kept going all the time in order to keep water boiling. It takes an expert to do it just right and the few marks which are properly scalded are sought for by buyers and usually command a premium over ordinary stock.

Eggs By Weight the Coming System.

The New York Commercial, in an interview with a wholesale produce man quotes him as saying:

"I expect some day to see the present system of buying and selling eggs by the dozen give way entirely to the better system of trading in them by weight. Until one has weighed a lot of eggs by way of experiment, he would not believe how much difference there is in the weight of eggs. I have eggs weighed in my place every once in a while for my own satisfaction, and they vary all the way from 1½ ounces to 2½ ounces each.

"Why should I get as much for a dozen of eggs that weigh 1½ ounces each as I do for a dozen that weigh 2½ ounces each? As a rule, of course, the little eggs go along with the big eggs, but it is apparent that the fair system to both seller and buyer is to trade by weight. To my mind this is so obviously the only satisfactory method that I do not hesitate to predict its universal adoption."

Objected to the Branding on the Bread.

"Hello, Bill, how are you?"
"Oh, you know I busted in the bakery business."

"No—how is that?"
"Well, you see one day my oven broke down—that is, the whole bottom dropped out. I could get nobody to fix it—just had to have it fixed—so I went over to the graveyard—which you know is next door—and took one of these flat slab tombstones off a grave. I put it in the bottom of the oven and it fitted fine. I heated up and shoved in my dough, and that day I broke the record selling bread. But Heavens!—that afternoon about six o'clock every cussed one of my patrons came back. Each had a pome of bread under his arm and demanded the money back."

"What in the world was the matter?"
"Well, you see, I had taken this tombstone and put it in the bottom of the oven, and shoved in my dough—and baked on the bottom of each pome were these words: 'Here's the remains of Mrs. Murphy's twins.'"

The Scarcest Thing in the World.

"One trouble with many young men who start out in business is they try to do too many things at once," says Hetty Green, the richest woman in America. "The result is that they don't know as much as they ought to about any one thing, and they naturally fail. The trouble with young men who work on salaries is that they're always afraid of doing more than they're paid for. They don't enter into their work with the right spirit. To get on and be appreciated a young man must do more than he's paid to do. When he does something that his employer has not thought of he shows that he is valuable. Men are always willing to pay good salaries to people who will think of things for them. The man who only carries out the thoughts and ideas of another is nothing more than a mere tool. Men who can be relied upon are always in demand. The scarcest thing in the world to-day is a thoroughly reliable man."

England is credited with but a small production of turkeys, and, in spite of the supplies from the county of Norfolk, and, more recently, from Ireland, importations from abroad have increased enormously in late years, as the liking for turkeys is greatly on the increase in England.



TRADE MARK

Phelps, Brace & Co., Detroit, Mich.

The largest and most reliable PRODUCE house in the West.

BUTTER AND EGGS—Scarce and high.
Correct Weights. Prompt Returns.
Top prices.

Send us a trial shipment.

E. A. BRIDGE, Mgr Produce Department.

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Mammoth, Medium, Alsylke, Alfalfa, Crimson, White Clover. Timothy, Redtop Blue Grass, Orchard Grass Seeds.

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Can fill order quickly at right prices.

MOSELEY BROS.,

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Michigan Strawberries

Finest quality, right prices, steady supply. We want your standing orders and can take better care of you if you will send them to us. Headquarters for Early Vegetables.

Vinkemulder Company,
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Seasonable Seeds.

**DWARF ESSEX RAPE,
HUNGARIAN, FODDER CORN,
BUCKWHEAT, MILLETS,
SEED BEANS.**

GARDEN SEEDS IN BULK.

Our stocks are still complete, orders filled promptly the day received. Prices lowest, quality the best.

Alfred J. Brown Seed Co., 24-26 N. Division Street,
Grand Rapids, Mich.

ESTABLISHED 1876.

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COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

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Quotations on our market furnished promptly upon application.

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LOW PRICES,
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SUPERIOR QUALITY.

READY FOR SHIPMENT ABOUT JUNE 26TH.

We would be pleased to receive your orders and we will give the same our prompt attention at right prices. Write us for terms.

MICHIGAN CELERY CO., KALAMAZOO, MICHIGAN.

Fruits and Produce.

Dr. Wiley's Opinion of the Use of Preservatives.

Preservatives are very commonly employed with manufactured foods prone to decay. The keeping of food in the fresh state is certainly commendable, but the use of preservatives which dearrange the digestive organisms is most reprehensible. The decay of foods is produced by the action of living ferments. A food can be kept by destroying the life of these ferments or by paralyzing their activity. There is only one method of paralysis which is perfectly hygienic, and that is accomplished by the production of a low temperature. The preservation of foods in cold storage for a limited time can not be objected to; but even frozen fruits lose their flavor and appetizing qualities slowly, and cold storage should not be continued too long.

There is also one proper method of killing these ferments, and that is by sterilizing the foods at a high temperature. This is the principle on which the preservation of foods in sealed packages rests. At the temperature of boiling water ferments are killed, and if the food thus sterilized be protected from inoculation, either by hermetically sealing or by other means, it keeps indefinitely.

A cheaper and more convenient way of paralyzing the ferments is by the use of preservatives, or chemical compounds, which have the property of checking the fermentative action. Typical bodies of this class are salicylic acid and formaldehyde, the latter a substance made by the oxidation of wood alcohol. Salicylic acid is made by a chemical treatment of carbolic acid, which itself is a preservative but, owing to its odor and taste, can not be used in foods. For successful use, a preservative must be practically odorless and tasteless, at least in the quantities employed, and salicylic acid and formaldehyde fulfill these conditions. Unfortunately, however, for the use of preservatives digestion is itself a purely fermentative action, and hence these chemical reagents, which tend to paralyze ferments outside of the stomach, tend to exercise the same influence upon the ferments of the digestive organs, which prepare the food for absorption and assimilation.

The question is not, what preservatives are harmless, but what preservatives are least harmful? There are certain articles of food which seem to require the use of a small quantity of some preservative, and it will be the duty of the Government, at an early date, to issue, after careful study and experiment, a list of the preservatives which may be used, in small quantities, without endangering to any great extent the public health. The indiscriminate use of preservatives can not be too strongly condemned.

One of the most insidious methods of using preservatives is to sell them under assumed or fanciful names. Salicylic acid, formaldehyde, sulphite of soda, borax, and many other preservatives, which could not have been sold under their own names, have been disposed of enormous profits under names which do not indicate in any way the chemical character of the substances. This form of adulteration is perhaps the most objectionable of all, since it may be possible to use extremely harmful bodies in this way, in large numbers of articles, thus endangering the health of whole communities.

There is only one honest way in which preservatives can be used, and that is to print plainly upon the package the nature and amount of the preservative employed. If the Government should, in harmony with the suggestion made above, appoint a committee of scientific, medical, and hygienic experts, to determine what preservatives are permissible and in what quantities, there could be no valid objection to their use.

For instance, one of the substances in which preservatives would be useful is tomato catchup. This substance is a condiment, coming in bottles, in too

large quantities usually for use at a single meal. If it contained no preservative body, when opened and allowed to stand, it would soon ferment and be unfit for use. Since only a small quantity of this substance is employed at any time, the presence of a permitted preservative, in a permitted quantity, would not seriously endanger health.

It is not safe, either, to condemn or commend a possibly injurious body by the results of its action on any one individual. There are some organisms which seem immune to poison as they are to contagious disease. There are others which are particularly sensitive to poison and contagious influences. The safest plan is always to protect the most sensitive, since the immunes naturally protect themselves. It appears to me, therefore, that in the case of preservatives—none should be permitted which in the small quantities employed would injuriously affect the most sensitive stomachs.

In general it may be said that the adulteration of food is intended primarily for commercial gain and so greedy is this principle that even the health of the consumer does not stand in the way of its practice.

Aside from this, the substitution of one article of food for another, both of which in their places may be wholesome, may work injury to the health by unbalancing the ratio and by disturbing the digestive processes. In this sense all forms of adulteration may be in a way harmful and therefore the protection of the public health alone would be a sufficient reason for the suppression and regulation of all forms of food adulteration. Apart from this the purely fraudulent nature of food adulteration is a crime amenable to the civil code.

Often extravagant statements are made respecting the character and extent of food adulteration. Many intelligent people are convinced that it is impossible to buy pure food upon the market. This impression is entirely erroneous. The adulterated article of food is the exception rather than the rule except in the case of condiments. The great majority of the staple articles of food are unadulterated. But the fact that fraud extends to only a small percentage of the whole consumption is not a sufficient reason to excuse its existence.

When the debasement of public morals attending this practice is brought into consideration the evils of food adulteration assume a degree of moral turpitude which should call forth the denunciation of every good citizen. When public sentiment is aroused on this subject, and it will be when the evils of food adulteration are sufficiently well known, legal enactments for its restriction and control will be easily secured.

Song of the Banana Peel.

Like a bar of the beaten gold,
I gleam in the summer sun;
I am little, I know, but I think I can throw
The fellow who weighs a ton.
I send out no challenges bold,
I blow me no vaunting horn,
But foolish is he who treadeth on me—
He'll wish he had never been born.

Like the flower of the field, vain man
Lifts his head at the dawn of the day;
But when he shall feel my grip on his heel,
Like the stubble he fadeth away;
For I lift him high up in the air,
With his heels where his head ought to be;
With a down coming crash he maketh his mash,
And I know he's clean gone upon me.

Men laugh me to scorn on the stand,
Where I'm quiet and humble and meek;
My talent is one, but the deeds I have done
Have made cellar gratings to creak.
I'm a red-hot American born;
And a Nihilist fearless I be;
Though the head wore a crown, I would bring it
low down,
If it set its proud heel upon me.
R. J. Burdette.

If you are making a sacrifice sale, say so, and tell the reason for it. Don't say you are selling goods at less than cost, unless this is actually true, and if it is true, it is best to state why it is done. It is not customary to sell goods except at a profit, as everybody knows, and if the goods have become shop-worn and out of style, it is best to say so, and state that this does not impair their wearing qualities or decrease their actual value, whatever that may be.

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN
BUTTER, EGGS AND POULTRY,

Write or wire for highest cash price f. o. b. your station. We remit promptly.

Branch Houses. ESTABLISHED 1886. References.
New York, 874 Washington st. State Savings Bank, Ionia.
Brooklyn, 225 Market avenue. Dun's or Bradstreet's Agencies.

Poultry, Eggs and Butter==

Highest cash price paid at all times for small or carload lots. The best equipped poultry and egg establishment in the state. Write for prices.

J. COURT & SON, Marshall, Mich.

Branch house at Allegan, Mich.

References: Dun or Bradstreet, First National Bank, Marshall, City Bank, Allegan.
Both Phones at Allegan.



Fibre Butter Packages

Convenient and Sanitary

Lined with parchment paper. The best class of trade prefer them. Write for prices to dealers.

Gem Fibre Package Co.
Detroit, Michigan

ALL GROCERS

Who desire to give their customers the best vinegar on the market will give them RED STAR BRAND Cider Vinegar. These goods stand for PURITY and are the best on the market. We give a Guarantee Bond to every customer. Your order solicited.

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

50,000 Pounds of Butter Wanted

To be packed in syrup or molasses barrels or well-soaked sugar barrels, for which we will pay the highest market price. We are also in the market for FRESH EGGS. Write or wire us for prices.

J. W. FLEMING & CO., Big Rapids. J. W. FLEMING, Belding.

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

BOUR'S COFFEES MAKE BUSINESS

MAKING A WILL.

Should Be a Diversion Instead of a Serious Occupation.

Making a will is a picnic or a penance, according to the way you look at it. There is no particular reason why it should ever be taken seriously, inasmuch as nobody seems able to make one so safe that an experienced lawyer can not crack it, and, in reality, making wills should be set down in the category of diversions instead of serious occupations. People make wills for various reasons. Generally they are the last token of a man's self-conceit—his frantic desire to still manage things after he is dead and gone—and his firm conviction that he knows what is good for other people's happiness and welfare better than they do themselves. To such a man the worst feature of death is the inexorable edict that he can carry nothing more out of the world than he brought into it, and so he sets his will about with regulations and stipulations over which his heirs quarrel and lawyers grow rich. There are other clever people, with something to bequeath, who draw perpetual dividends all through life on their wills. They dote on codicils and speak alluringly of "remembering" such and such a one. In consequence, obsequious relatives fawn upon them. Every door stands invitingly open at their approach, their whims are catered to, their unpleasant tempers become mere interesting peculiarities. The disagreeable old uncle or aunt with a will up their sleeve has the trump card that takes all the tricks in the game of life. I once knew of a wily old man who worked this confidence game for fifty years. He had a strong, black iron box, from which he never allowed himself to be separated for a single day and which was popularly supposed by his family to contain a horde of gold. Relatives vied with each other in showing him attentions. The choice seat at the fireside, the tidbit at the table were always for him, and to each, in turn, he would say in confidence, and with a great air of mystery, "Your name, my dear, will be found in my box when I am gone." At last the old man died and the relatives could hardly wait to get home from the funeral to open the box. It contained nothing on earth but a list of the names of his victims and the deceased's very lively opinion of those who wait impatiently for dead men's shoes. The worst wills are those inspired by hatred and revenge, in which the unforgiving dead, who have such need of mercy for themselves, seek to reach back a hand from beyond the grave to stab and wound a living heart.

Sometimes the fancy for making and changing their wills grows into a kind of hobby with people. I recall a pretty and pathetic story of this about a man who was once a wealthy citizen of the Windy City, but who, through reverses and afflictions, lost his fortune and his mind and is now ending his life in an asylum for the insane. Making wills is his hobby and day after day he sits writing, devising and bequeathing, as he may have thought to have done his great estate in happier days. Curious to see what he was doing, one of the attendants recently picked up one of the sheets of paper upon which he had written, and found there this curious and beautiful will:

I, being of sound and disposing mind and memory, do hereby make and publish this, my last will and testament, in order, as justly as I may, to distribute

my interests in the world among succeeding men. That part of my interests which is known in the land and recognized in the sheep-bound volumes as my property being inconsiderable and of none account, I make no disposal of it in this, my will. My right to life, being but a life estate, is not at my disposal, but, these things excepted, all else in the world I now proceed to devise and bequeath:

1. I give to good fathers and mothers in trust for their children all good little words of praise and encouragement and all quaint pet names and endearments and I charge said parents to use them justly, but generously, as the needs of their children shall require.

2. I leave to children exclusively, but only for the term of their childhood, all and every the flowers of the fields and the blossoms of the woods, with the right to play among them freely according to the custom of children, warning them at the same time against the thistles and the thorns. And I devise to children the banks of the brooks and the golden sands beneath the waters thereof, with the dragon flies that skim the surface of said waters and the odors of the willows that dip therein and the white clouds that float high over the giant trees. And I leave to children the long, long days to be merry in, in a thousand ways, and the night and the moon and the train of the milky way to wonder at, but subject, nevertheless, to the rights hereinafter given to lovers.

3. I devise to boys jointly all the useful, idle fields and commons where ball may be played, all pleasant water where one may swim, all snow-clad hills where one may coast and all streams and ponds where one may fish or where, when grim winter comes, one may skate, to have and to hold the same for the period of their boyhood. And all meadows with the clover blooms and butterflies thereof, the woods with their appurtenances, the squirrels and birds and echoes and strange noises and all distant places which may be visited, together with the adventures there found. And I give to said boys each his own place at the fireside at night, with all pictures that may be seen in the burning wood, to enjoy without let or hindrance, and without any incumbrance of care.

4. To lovers I devise their imaginary world with whatever they may need, as the stars of the sky, the red roses by the wall, the bloom of the hawthorn, the sweet strains of music and aught else they may desire to figure to each other the lastingness and beauty of their love.

5. To young men jointly I devise and bequeath all boisterous, inspiring sports of rivalry, and I give to them the disdain of weakness and undaunted confidence in their own strength. Although they are rude and rough, I leave to them the power of making lasting friendships and of possessing companions, and to them exclusively I give all merry songs and brave choruses to sing with lusty voices.

6. And to those who are no longer children or youths or lovers I leave memory, and I bequeath to them the volumes of the poems of Burns and Shakespeare and of other poets, if there be others, to the end that they may live the old days over again freely and fully, without tithes or diminution.

7. To our beloved ones with snowy crown I bequeath the happiness of old age, the love and the gratitude of their children, until they fall asleep.

The farmers of Kansas have begun to harvest the largest wheat crop in the history of the State. Secretary Coburn, of the State Board of Agriculture, says: "The crop this year will be the heaviest ever known. In 1892 Kansas had 3,800,000 acres of wheat and raised 70,000,000 bushels, an average of eighteen bushels to the acre. This year the winter wheat acreage is 4,685,819, as estimated by the growers, and the average yield will be larger than that of 1892. If the yield per acre is the same as in 1892 the aggregate yield will be 85,000,000 bushels. The crop in general was never in better condition."



You Can't Afford

to buy other vinegar at even price with Silver Brand. It pleases customers, more than complies with the Food Laws, and you have the satisfaction of knowing that you are handling honest goods.

GENESEE FRUIT CO., Makers, Lansing, Mich.

WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone 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 full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

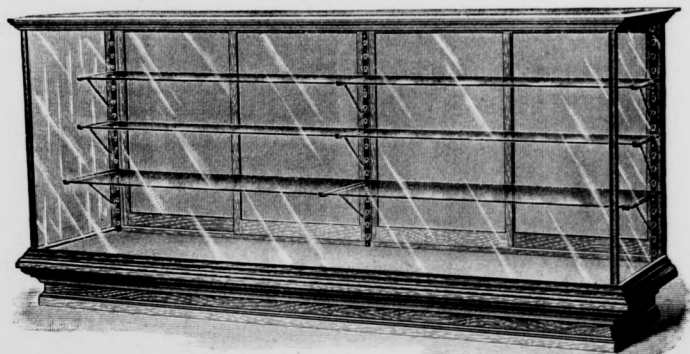
Benton Harbor, Michigan.



Manufacturers of all kinds of interior finish, counters, show cases, grills, fret-work, mantels, stair work, desks, office fixtures, church work, sash and doors. Write for prices and estimates to the

McGRAFT LUMBER CO., Muskegon, Michigan

OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list. **BRYAN SHOW CASE WORKS, Bryan, Ohio**

The Meat Market

Some Recent Changes in the Calfskin Business.

The season is now at hand when according to precedent, there should be liberal receipts of skins, but in the evolution which is constantly progressing, methods are changing and business is conducted on entirely new lines. It is only a few years ago when there were in Boston a number of firms dealing in green country hides and calfskins. At the opening of the calfskin season they commenced receiving consignments from country butchers and collectors, and during May and June they accumulated packs in their hide cellars of many hundred thousands. It was a matter of common occurrence for a large receiver to salt down in pack 30,000 or more skins. More frequently than otherwise he would carry all these packs through the hot weather, and in the fall the calfskin tanners laid in their season's supplies from these packs.

In later years this method changed somewhat and tanners purchased their supplies as salters received them. The laying away of huge packs by salters was eliminated, and the tanners carried them. While city salters accumulate some skins, they do not carry them through the summer. There is no well defined season now as formerly, and the method of collecting calfskins has changed. The country slaughter house is practically a thing of the past. The large packing and slaughtering houses of the West have absorbed the business of the country butchers, and in every large city of New England, as well as in the larger towns, are located the beef warehouses of these large slaughtering firms, who supply butchers and provision dealers with meat of better quality than the old method ever admitted of and on lower terms.

Another reason why there are no longer any well defined seasons is that the establishing of creameries all over the country and especially in New England has created a demand on the farmers for a regular supply of milk. The birth of calves is regulated by the farmers, and their cows "come in" at any and all seasons of the year. A few years ago the season for receipts of calfskins was practically over by July 4, and more than 90 per cent. of all the calfskins would be taken off in May and June. Now they are taken off every month in the year, although not in like proportion.

Again, the farmers have discovered that the raising of calves is a profitable adjunct to their other farming operations, and thousands of young animals are purchased to be sent to the cattle ranches to be raised for beef. It is within the memory of many tanners and skin collectors that farmers killed their calves when a week old or less because they wanted the milk. The carcass was fed to hogs and the skin would not pay the cost of taking off and marketing. In this way thousands of skins were wasted. Now they are valuable and are carefully handled.

Formerly there were thousands of calfskins sold to tanners for wax skin purposes. Now that branch of the business has been almost entirely supplanted by new methods and by patent chrome, combination and russet tannages. Large tanners in all sections of the country employ buyers who travel through the farming sections of the country and collect all the skins they

can find. The largest collector in the country, in Vermont, still employs an army of collectors, who send their skins to his hide house, as in years past, where they are sorted, trimmed and graded to meet the tanners' special wants. For the past two or three years the take-off has been so inadequate for the demand that many hundred thousand skins have been imported, and this is still going on. Fifteen years ago hundreds of country tanners of rough leather tanned and sent to Boston commission houses thousands of rough calfskins, and it was no unusual thing for a rough leather commission house to carry 50,000 skins rough tanned. The business has been practically done away with.—Butchers' Gazette.

New Booklets.

The Chicago, Milwaukee & St. Paul Railway is issuing a series of booklets regarding points of interest along its lines, and if you are interested in the Western country, or contemplating a trip, write Geo. H. Heafford, General Passenger Agent, Chicago, Ill., for the special publication desired, enclosing four cents in stamps for postage for each one.

- No. 1. The Pioneer Limited.
- No. 2. The Land of Bread and Butter.
- No. 3. The Fox Lake Country.
- No. 4. Fishing in the Great North Woods.
- No. 5. The Lake Superior Country.
- No. 6. Cape Nome Gold Diggings.
- No. 8. Summer Days in the Lake Country.
- No. 9. Summer Homes, 1900.
- No. 11. The Game of Skat.
- No. 12. Milwaukee—The Convention City.
- No. 13. A Farm in the Timber Country.
- No. 14. Stock Raising in the Sunshine State.
- No. 15. Hunting and Fishing.

Why Southdown Mutton Excels.

Southdown mutton invariably fetches the top price in the London market. This mutton is specially esteemed for its flavor, which is generally recognized as being about the most "delicate" possessed by the meat produced by any of their breeds of sheep. Much of the "sweetness" of Southdown mutton is, no doubt, due to the nature of the herbage upon which these sheep are fed. Southdowns are native to certain districts in the south and southeast of England, where chalk downs prevail, and where the land produces a peculiar herbage. It is a well-known fact that when Southdowns are kept out of their native habitat their flesh is not found to possess any appreciable superiority over that produced by other Down breeds kept under the same circumstances.

It is absolutely essential that butchers should keep their markets clean and sweet during the summer months. It can not be done by a general bustle of activity once a week—keeping constantly at it is necessary. Instead of having the windows washed every Friday, see that they are cleaned three times a week. Have the place under your benches scrubbed every day and don't let the fat accumulate there. Use fresh sawdust on your floor every day, and have it raked two or three times a day. Very often the unpleasant odor of a market is due to permitting small pieces of meat, which are hidden by the sawdust, to rot. Instead of letting your men gossip in the back of the market, keep them busy scrubbing the wood work. Put sawdust on the blocks before scraping them, and throw a pail of water over each one before closing for the night. It makes them white and gives them more endurance. A clean market is sure to draw trade. A little disinfectant—preferably liquid and odorless—scattered around occasionally will help the good work.

Hammond, Standish & Co., Detroit, Mich.

Pork Packers and Wholesale Provision Dealers, Curers of the celebrated brands, "Apex" and Excelsior Hams, Bacon and Lard, Cooked Boned Hams, Sausage and warm weather delicacies of all kinds.

Our packing house is under U. S. Government inspection.

Don't Lose Your Temper

Your time or your dollars by endeavoring to keep palatable, during this hot weather, "old fashioned" butter. Advocate advanced ideas by substituting for it our inimitable quality of BUTTERINE, which is a perfect summer product. It never gets strong or rancid; will keep perfectly sweet and wholesome, qualities which should at once be appreciated and taken advantage of by every judicious dealer and consumer.

The Capital City Dairy Co., Columbus, Ohio,

Can serve you better than any other manufacturer in the United States, offering in the world-famous

PURITY,
SILVER LEAF,
BUCKEYE,
C. C. PRIDE

grades all that is superb, excellent and commendable in the art of BUTTERINE making.

Butter Wanted

I will pay spot cash on receipt of goods for all grades of butter, including packing stock.

C. H. Libby, 98 South Division Street,
Grand Rapids, Mich.

Coupon Books for Meat Dealers

We manufacture four kinds of coupon books and sell them all on the same basis, irrespective of size, shape or denomination. Free samples on application.

Tradesman Company, Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip
 President, E. J. SCHREIBER, Bay City; Secretary, A. W. STITT, Jackson; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association
 President, A. MARYMONT, Detroit; Secretary and Treasurer, GEO. W. HILL, Detroit.

United Commercial Travelers of Michigan
 Grand Counselor, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131, U. C. T.
 Senior Counselor, JOHN G. KOLB; Secretary-Treasurer, L. F. BAKER.

Michigan Commercial Travelers' Mutual Accident Association
 President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

Regarding the age of the commercial traveler, it stands to reason that it is better for him to be over than under twenty-five years old. I know that a great many in the business have not reached that age, and I do not mean to say that even very youthful drummers will fail to transact business to the entire satisfaction of the houses they represent. But it is not open to question that a commercial traveler of mature years will, other things being equal, more easily create an opening for a business transaction than one who is still of a boyish appearance. A man of advanced years, naturally, has a great advantage over a very young man. His experiences and riper intellect greatly facilitate his endeavors, and assist him to accomplish with comparatively little effort what would cause a youthful person a great deal of trouble. His mature years are a passport to confidence, and give weight to his representations.

While it is true that some youths of twenty have far more capacity and general knowledge than, many an old man, practical experience can come only with years. Of course, business men, particularly those no longer young, appreciating this fact, avoid involving themselves in business transactions with very young men, preferring a man nearer their own age. This is especially true in the settlement of such disputes as are the subjects of argument. In these cases the authority of advanced years is very apt to outweigh the reasons advanced by a young man. A merchant who has been many years in business can not be expected to tolerate the superior wisdom and airs of a young fellow whose grandfather he is old enough to be. I know that even a very young man, if he represents a large and well-connected house, or offers goods for sale which are in great demand, may, in some instances, do a large business, but, generally speaking, youthful enthusiasm is not wanted in the commercial traveler. This quality, by the way, is pretty sure to cool off and disappear before he has been many years on the road. A great deal of experience, and above all steadiness, will gain the good will of those with whom the traveling merchant has to deal. Though there are extremely young drummers who early manifest these qualities, as a rule they are met with only in persons of riper years.

It is well to know before calling to solicit orders whether or not a house has a good reputation. Commercial agencies are trustworthy as far as they go, but it is the duty of the commercial traveler to gain as much information as possible about the financial standing of

a customer at the place where he is doing business. I need hardly say that this is not always easy to accomplish. It is my opinion that in small towns the observations of an experienced drummer will gain for him more trustworthy information concerning the financial standing of a merchant than any commercial agency can give him. In a small place the store is not always the principal means of financial resource to the man who keeps it. Farming or stock raising is a side pursuit which constitutes what may be called his unknown resources. Enquiries as to the financial standing of a man must be made with great discrimination, as in some cases the persons addressed may be his near relations, or there may be other good reasons for misleading statements to be made by the person approached for information. Presuming that among storekeepers in the same line of business a good deal of jealousy generally exists, the commercial traveler had better not question them at all with reference to the affairs of their neighbors. In small towns the hotel-keeper is an excellent medium whereby to gain an insight into a buyer's circumstances, for he is, as a rule, well informed about the different establishments in the place. The information he gives is likely to be impartial and trustworthy, as it is for his own good to consider the interests of his guests. The bank where a customer keeps his account is also a pretty reliable authority. Moreover, no sensible merchant can feel offended that the commercial traveler with his first orders politely asks for references and names of houses with whom his customer has been in the habit of dealing.

A drummer with some experience will unconsciously draw his conclusions in regard to the financial standing of a new customer by the manner in which the buyer appraises his goods, as, if he carefully ascertains what profit he will gain by such and such a price, his first orders being small, etc. After all it may happen that the traveler is deceived in the man. For this reason he should never fail to ascertain from time to time if any changes bearing on the credit of even an old customer have taken place. This should be done in such a manner as not to hurt the customer's reputation. He might say, for example, in making his enquiries: Although Mr. So-and-So has been a reliable patron, and his payments have been very satisfactory indeed, still the present condition of the money market, the scarcity of cash, as well as the prevailing poor state of business everywhere, induce me to renew enquiries about his financial standing. Pursued in this way, enquiries as to the reputation and credit of a merchant can not do him injury.

The Bachelor's Toast.

I drink to the man who ne'er woos—aye, nor weeds—

The man who sews buttons and mends—
 The man who can live without women around;
 Here's joy to my bachelor friends!

He has none to keep but himself—happy man!
 And always enough to pay bills!
 He gives to the grocer a merry ha-ha!
 And squanders no shekels on frills.

He walks not at all in the dark, stilly night,
 With colicky offspring in arms,
 Which squalls with a zest that is dreadful to hear
 And fills the whole block with alarms.

He knows when he talks to himself he won't have
 To yell so that he will be heard;
 He knows when he talks to himself that he'll get
 To chuckle the very last word.

So here's to the bachelor—blessed is he
 Who has none to keep but himself—
 The man who smiles grimly while Cupid puts
 back
 His worn and frayed goods on their shelf.

Graphic Description of the Modern Traveling Salesman.

The traveling man, like St. Paul, is "all things to all men." He is ubiquitous, versatile.

He is a pioneer. Go where you will you will find him by your side, or that he has been there before you.

On the trackless prairies of the Dakotas, in the fastnesses of the Carolina mountains, in the canebrakes of Louisiana, from the golden East to the free-silver West the footprints of his tribe mark out the pathways for commerce.

He is genial, and as Artemus Ward said of the kangaroo, "a most amusing cuss," and as full of information as an egg is full of meat.

Would you know the best hotel? Ask the traveling man, or watch his smoke. The best is none too good for him.

Are you in arid prohibition Kansas, with a dark brown taste in your mouth and a hankering after "strong waters?" See the traveling man. Probably he never touches it himself, but if there is a drop of whisky within the confines of the Sunflower State, he can locate it, and you will get it if it costs him a leg.

He is usually a married man—at home—and single when abroad.

He can no more resist the temptation to flirt with every pretty girl he meets than he can help breathing. He has been likened to the sailor with a sweet-heart in every port; but he doesn't mean it, it's just his way, and usually, if you will investigate, you will find that somewhere, in a cozy cottage, there is a little woman with eyes of brown or of blue who watches and waits for his coming and who holds in her keeping his big, generous heart as with bonds of steel.

He brings to town the latest story and can tell it with inimitable drollery.

He is "hale fellow well met" with everybody, from the Governor of his state down to the peanut boy on the railroad train.

He can lead a village prayer meeting or referee a prize fight with equal facility and urbanity.

He is able to discourse upon politics, science, religion or art. He holds an opinion upon every subject under the sun, and is not often backward in expressing it.

He has the neatest line of goods upon earth, sells them the cheapest and gives more liberal discounts and better terms than any of his competitors.

There is another quality that endears him to the heart of his employer—he is a "hustler," and when he starts out to do something (or somebody) he gets there.

He "jollies" the merchant into giving him an order, bullies the hotel clerk into giving him the best room in the house and "kids" the bootblack almost out of his senses.

The traveling man is a martyr. He is the Wandering Jew of the Nineteenth Century. He dines in Kalamazoo, sups in Oshkosh and sleeps in the cars of Pullman.

He has probably eaten more tough beefsteak, more aged eggs, and has consumed more weak coffee and strong butter, and laughed at a greater multitude of ancient jokes, purely in the interest of commerce, than have fallen to the lot of any man since the world began.

This much-berated traveling man, under a cynical exterior, often hides a heart of gold. His sympathies are of the quickest, his sensibilities are of the finest, his charity of the broadest.

so broad, indeed, that methinks had he no other quality than this to recommend him it would cover a multitude of sins greater than his.

I speak of him as I know him. A true friend, a generous foe, he rises to the fullest stature of manhood in that he is an honest, manly man.

He is an institution that the world could illly spare.

Long may he wave.

Carl P. Swain.

Stirring Appeal From President Schreiber.

Bay City, June 9—A few months ago, through a circular letter, we made an urgent appeal to our membership for new members—demonstrating how beneficial it would be financially to every member, as well as to the organization. Since then fifty active and eighty-two honorary applications have been received and approved, not counting the many reinstated, showing that some, at least, of our members have the future welfare of the order at heart and are working for its interests. To those who so zealously have assisted in this gratifying increase are due the thanks of the entire order and we hope for a continuance of their good work. To those members who have not been heard from—who have overlooked the importance of aiding in every possible manner the order of which they form part and parcel—we wish once more to appeal. You all recognize the fact that, in order to carry out the aims and objects for which we are banded together, we must be progressive. There is no standing still—it is either progression or retrogression. With upwards of fifteen hundred active members—all progressive, hustling business men—there should be no retrogression. Our pride as hustlers is at stake. If every one of our nearly fifteen hundred members would make up his mind to bring in at least one new member, how glorious would be the result! Let each one do his share! You are conversant with the qualifications for membership. You have been supplied with applications—how many have you sent in? How many new members did you solicit? Certainly every reputable traveler in our order (and we have no others) has a friend still outside of our ranks. With a little work—a few judicious words—a proper amount of enthusiasm—you can land him, and by so doing do him a favor which, perhaps in after years, will be appreciated, if not by himself, by those bereft and not infrequently thrown on the mercy of a cold, unfeeling world. Make every eligible traveler view it in this light and you will increase our membership by one in every instance. By results we will be judged. Through sending in new applications you will demonstrate that you are interested—that you are united with us—and if we can be thus united we will be all-powerful for good and the respected and admired of men.

Edward J. Schreiber,
 President Michigan Knights of the Grip.

Edwin O. Wood, formerly a well-known traveling man in the grocery and clothing lines, but now Supreme Commander-in-Chief of the Knights of the Royal Guard, is in town for a few days. Mr. Wood is devoting his entire time to the insurance organization founded by him, which is growing very rapidly and is meeting with the approval of those who are disposed to commend conservative fraternal insurance.

John H. Hoffman, ex-President of the Michigan Knights of the Grip, has been elected Steward of the Michigan Asylum for the Insane at Kalamazoo. Honest John will make an ideal purchasing official, but the Tradesman opines that he will yearn for an opportunity to book orders for pumps and agricultural implements before a year has rolled around.

A young lawyer going out of town to argue a case is making a trial trip.

Drugs--Chemicals

Michigan State Board of Pharmacy

Name	Term expires
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

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

Examination Sessions

Star Island—June 25 and 26.
Sault Ste. Marie—Aug. 28 and 29.
Lansing—Nov. 7 and 8.

State Pharmaceutical Association

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

Novel Methods of Appealing to Physician and Public.

To advertise is a necessity. Business is all done in this day through that means, and the man who neglects to advertise will surely fall behind in the race for recognition. I do not mean by this that a man may secure trade by means of advertising only, but granted that one has stock, and follows modern methods, he will surely outstrip another having an equally good stock but failing to avail himself of his opportunities to advertise.

Druggists have two sides to their business, and can advertise either or both sides to advantage. That from which the influence of physicians is to be gotten is the department of prescriptions, or the business of supplying medicines and supplies to physicians direct. The other relates to the means and methods of attracting the attention of the general public. I have found through experience that physicians are influenced by about the same conditions and circumstances that affect the run of the people in general. Because of this fact I have always made it my business to call their attention persistently to any new condition or circumstance of trade at the earliest moment possible. It has been my plan for some years to address all the physicians of my acquaintance, or all those within a reasonable distance of the store, in a circular letter about twice a year. In this letter I call attention to some special feature of the establishment, and end up with a general description of the whole institution. At frequent intervals I send out printed postal cards or a small printed circular enclosed in an envelope and sent through the mail. This is used for some one substance only—that is, only one substance or subject is written about at a time. These should be sent out weekly, or at least not less than once a month. In the general circular I am always careful to call special attention to the laboratory facilities and invite inspection. I have also found it very profitable to supply physicians with the remedies and dressings they use in their offices. Experience has taught me that we can sell to the doctors just as readily as the larger firms; and that the only requisite is to go after their business. If one succeeds in obtaining the trade of the doctor for materials of his own consumption he will surely stand a much better chance of securing his influence among his patients, and most likely get the trade of all or the greater part of them. Once having gotten the doctor in the habit of trading with you, it is quite easy to sell him substances and remedies of your own manufacture.

The other side of our business is the one in which we come in direct contact with the people. Next to a well kept store (and all that that means) the best

method of advertising among the people is to send them samples of medicinal or other substances. For some years past it has been my custom to select monthly some article or popular substance and prepare several thousand small packages suitable for distribution. These we put in a neat but cheap envelope, each envelope containing (besides the sample of medicine) a descriptive circular as to the uses, dose and cost of the remedy. These circulars are always made to answer the purposes of a general advertisement of the store, and particularly the prescription department. The remedy under consideration is recommended to be used instead of some patent medicine, and a statement of comparative cost is made. We take anything, from Epsom salt, compound licorice powder, and cathartic pills, to Castile soap, borax and powdered alum. One of the most profitable advertisements I ever made was with ground black pepper.

If not out of place I would like to direct the attention of all to the advertising pages in our pharmaceutical journals. Most of us can learn very much out of the advertising of the journals, and also much through a close study of the advertising pages of the daily press. It will pay any one many times over to make a careful examination of any idea in advertising that can be adapted to his business or that would appeal to the people of his neighborhood.

F. W. E. Stedem.

Ten Practical Suggestions For Pharmacists.

1. Be pleasant and agreeable to all patrons and see that your clerks follow your example.
2. Keep your store clean at all times and don't try to save gas at night, for it not only makes a dingy looking store, but also causes mistakes.
3. Keep your name before the public, for if you fail to do so, your neighbor will be the only pharmacist known in your vicinity.
4. In buying drugs and chemicals of your wholesaler, try always to obtain the very best, for you must remember that human lives often depend upon the quality of your goods.
5. Use the National Formulary in making your preparations, the consequence of which is more honor and profit to you than if the prescription called for a patent or proprietary article of some kind; also show the products to your physicians and ask them to remember same when prescribing.
6. Make your own non-secret remedies. You can obtain a more elegant preparation, and also at a less cost, than if made by an outsider.
7. Treat your neighboring pharmacist with respect and if he is in need of some article, accommodate him just as you expect him to do you.
8. If your physicians ask for a percentage on prescriptions which you have received, by all means refuse the request. You must bear in mind that it is a plain case of stealing from the patient, for you will surely make it up again.
9. Every retail pharmacist should keep posted on the advance and decline of drugs and chemicals, for it means money to him all the year around.
10. Do not dispense medicines to patients over the counter (commonly called counter-prescribing), unless the patient has a physician's prescription, or you will undoubtedly gain the enmity of the doctor, the consequence of which is a ruination of your business.

Otto F. Claus.

Dispensers of Soda Must Be Up-to-Date.

Has the soda fountain ever puzzled the druggist? Has he ever wondered why his competitor gets most of the neighboring soda trade, incidentally a few prescriptions through it? Has he ever stopped to consider that it is attention to details which wins success for the soda fountain, as well as for every other department of his business? Is he so decidedly professional that the soda business fails to interest him?

With a poorly equipped fountain, with soda syrups of uncertain flavor and a bouquet of mustiness, and with soda water that is not kept uniformly cold, the pharmacist injures every other branch of his business. He had better either close up the fountain altogether, or else, if he can do no better, use it as an occasional advertisement and help pay for the ice by the exercise of cleanliness, punctiliousness, and judgment in every detail.

Location determines to a large extent the value of a soda fountain as a money-making factor, although this is only relatively true. I once knew a little dried-up, unpromising looking druggist to carry the best and most fashionable trade of a city of 45,000 inhabitants six or seven squares from one drug store to another. His patrons clustered about his fountain like flies around a sugar barrel. It was interesting to study the cause of his phenomenal success among a host of comparative failures. His lavishness in expending money to obtain the best of everything for his soda fountain would have appalled the average conservative druggist. Nothing was allowed to outlive its usefulness a minute, whether it happened to be the syrups, the lemon-squeezer, the ice-cream ladle, spoons, holders, glasses, shaker, plumbing or service. The keen eye with which he detected flaws and the slightest faults about the fountain and all that pertained to it was only excelled by the despatch with which he disposed of them. He was punctilious, cleanly, exercised good judgment, used the best material, strove to please, studied the individual palates and dispositions of his patrons, and was courageous in the expenditure of money to obtain results, for all of which he was amply rewarded by the returns. He was interested in his soda fountain and carried, as it were, a miniature soda fountain, as well as the way to run it, about with him in his head.

On the other hand, I knew a pharmacist in the same city who for thirty years had been making money as the acknowledged leading prescriptionist of the town and who had the confidence of the doctors. He had no fountain, but as his store was in the best business part of the town he conceived the clever idea of starting one. It was indeed pitiful to see the efforts he made in this direction. He relied solely on the thirst of the public, which in his locality he was perfectly safe in doing, but disregarded attractiveness of service. Accordingly, he removed a few cases of perfume that had rested on the marble slab of a counter near the entrance to his store, put in an ice-box and stock of pop and ginger ale, invested in a few heavy and unwieldy tumblers, placarded the innovation in the windows and opened business against the advice of the writer. During the course of the two succeeding months he answered a few casual enquiries as to what he meant by adding drinks to his stock and whether they had any particular medicinal virtues, and sold two bottles of pop

to unsuspecting strangers in the town. Meanwhile, the clerks, who appreciated the innovation immensely, devoured the rest of the effervescing refreshment; and then the fountain was closed. Had this man possessed the same ability as a soda dispenser that he possessed as a pharmacist, and taken the same interest to obtain this ability or hired a man like the little druggist, it is safe to assume that he would have had a pronounced success instead of failure, judging by the locality and the lack of any strong competition, in which respects he was particularly favored.

All of this goes to show that men can not succeed in any line unless they take a real interest in their work or engage those who do. Men fail utterly in an enforced occupation.—R. F. Ruppiller in Bulletin of Pharmacy.

The Drug Market.

Opium—Is very firm, and has advanced on account of reduced supplies in the primary market and good demand.

Morphine—Is unchanged.

Quinine—At the Amsterdam bark sale, prices were 5 per cent. higher and all that was offered was sold. It has caused a firmer feeling in the market, although there is no intimation of an advance at present.

Acetanilid—The manufacturers have at last stopped the ruinous competition they have been working under, and advanced the price 6c per pound.

Essential Oils—Anise is firm, and shows a fractional advance. Lemon is very firm, and higher prices are looked for. The same may be said of orange.

Wormwood—Has declined on account of better supplies.

Gum Kino—Has declined.

Caraway Seed—Has again advanced on account of high primary market, and poor crop prospects.

Mustard Seed—Is in small supply and very firm.

Milk of Roses for the Complexion.

Blanched almonds, 2 drs.

Curd soap, 4 drs.

Cetaceum, 2 drs.

Almond oil, 4 drs.

Alcohol, 4 drs.

Tincture of benzoin, 2 drs.

Oil rose, 5 dps.

Oil rose geranium, 5 dps.

Rose water, 8 ozs.

Melt the cetaceum and oil together; add the curd soap and continue the heat until uniform; then transfer to a warm mortar and add gradually about an ounce of the rosewater, boiling. Beat up the almonds well in another mortar and add the melted cetaceum to this paste. Mix thoroughly and stir in the remainder of the hot rosewater to form an emulsion. To this add the oils dissolved in the alcohol and tincture, strain through fine calico, and make up to 10 ounces with rosewater passed through the material on the strainer.

Volume of business tells the story of a firm's prosperity.

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

GROCERY PRICE CURRENT

Guaranteed correct at time of issue. Not connected with any jobbing house.

Table with 2 columns: ADVANCED (Spring Wheat Flour, Winter Wheat Flour, Rolled Oats, Oranges) and DECLINED (Cheese, Illuminating Oils, Barreled Pork).

Table with 2 columns: ALABASTINE (White in drums, White in packages) and AXLE GREASE (Aurora, Castor Oil, Diamond, Frazer's, IXL Golden).



Table with 2 columns: Mica (tin boxes, Paragon) and BAKING POWDER (Acme, Arctic).

Table with 2 columns: Baking Powder (Acme, Arctic) and El Purity (1 lb. cans per doz, 1 lb. cans per doz).

Table with 2 columns: Home (1 lb. cans, 4 doz. case) and Queen Flake (3 oz., 6 doz. case).

Table with 2 columns: Royal (10c size, 1/4 lb. cans) and Bath Brick (American, English).

Table with 2 columns: Bath Brick (American, English) and Bluing (No. 1, 2, 3).

Table with 2 columns: Condensed Pearl Bluing (Small 3 doz, Large, 2 doz) and Brooms (No. 1, 2, 3).

Table with 2 columns: Brooms (No. 1, 2, 3) and Candles (Electric Light, Paraffine).

Table with 2 columns: Candles (Electric Light, Paraffine) and Canned Goods (Apples, Beans).

Table with 2 columns: Blackberries (Standards, Standard) and Clams (Little Neck, 1 lb).

Table with 2 columns: Clams (Little Neck, 1 lb) and Gooseberries (Standard, Hominy).

Table with 2 columns: Gooseberries (Standard, Hominy) and Lobster (Star, 1/2 lb).

Table with 2 columns: Lobster (Star, 1/2 lb) and Mackerel (Mustard, 1 lb).

Table with 2 columns: Mackerel (Mustard, 1 lb) and Mushrooms (Standard, Fancy).

Table with 2 columns: Mushrooms (Standard, Fancy) and Oysters (Cove, 1 lb).

Table with 2 columns: Oysters (Cove, 1 lb) and Peaches (Pie, Yellow).

Table with 2 columns: Peaches (Pie, Yellow) and Pears (Standard, Fancy).

Table with 2 columns: Pears (Standard, Fancy) and Peas (Marrowfat, Early June).

Table with 2 columns: Peas (Marrowfat, Early June) and Pineapple (Grated, Sliced).

Table with 2 columns: Pineapple (Grated, Sliced) and Pumpkin (Fair, Good).

Table with 2 columns: Pumpkin (Fair, Good) and Raspberries (Standard, Fancy).

Table with 2 columns: Raspberries (Standard, Fancy) and Salmon (Columbia River, Red Alaska).

Table with 2 columns: COCOA (Webb, Cleveland) and CIGARS (The Bradley Cigar Co's Brands, Advance, Bradley).

Table with 2 columns: CIGARS (The Bradley Cigar Co's Brands) and H. & P. Drug Co's brands (Fortune Teller, Our Manager).

Table with 2 columns: H. & P. Drug Co's brands (Fortune Teller) and G. J. Johnson Cigar Co's brand (S. C. W., Phelps).

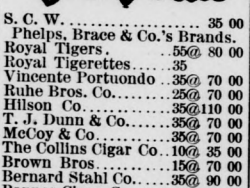


Table with 2 columns: S. C. W. (Phelps, Braze & Co's Brands, Royal Tigers) and Credit Checks (500, any one denom).

Table with 2 columns: Credit Checks (500, any one denom) and Cream Tartar (5 and 10 lb. wooden boxes).

Table with 2 columns: Cream Tartar (5 and 10 lb. wooden boxes) and Dried Fruits - Domestic (Sundried, Evaporated).

Table with 2 columns: Dried Fruits - Domestic (Sundried) and Raisins (London Layers 2 Crown, Cluster 4 Crown).

Table with 2 columns: Raisins (London Layers 2 Crown) and L.M. Seed, fancy (10 lb. Dried Fruits - Foreign).

Table with 2 columns: L.M. Seed, fancy (10 lb. Dried Fruits - Foreign) and Leghorn (Corsican, Currants).

PACKAGE COFFEE. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point...

Table with 2 columns: PACKAGE COFFEE (Valley City 1/2 gross, Felix 1/2 gross, Hummel's foil 1/2 gross).

Table with 2 columns: COCOA SHELLS (20 lb. bags, Less quantity) and CLOTHES LINES (Cotton, 40 ft. per doz).

Table with 2 columns: CLOTHES LINES (Cotton, 40 ft. per doz) and CONDENSED MILK (Gall Borden Eagle, Crown).

Table with 2 columns: CONDENSED MILK (Gall Borden Eagle) and COUPON BOOKS (50 books, any denom).

Table with 2 columns: COUPON BOOKS (50 books, any denom) and CREAM TARTAR (5 and 10 lb. wooden boxes).

Table with 2 columns: CREAM TARTAR (5 and 10 lb. wooden boxes) and DRIED FRUITS - Domestic (Sundried, Evaporated).

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Table with 2 columns: Raisins (London Layers 2 Crown) and L.M. Seed, fancy (10 lb. Dried Fruits - Foreign).

Table with 2 columns: L.M. Seed, fancy (10 lb. Dried Fruits - Foreign) and Leghorn (Corsican, Currants).

Table with 2 columns: Leghorn (Corsican, Currants) and Patras, cases (Cleaned, bulk).

Table with 2 columns: Patras, cases (Cleaned, bulk) and Citron American (19 lb. bx, 10 lb. bx).

Table with 2 columns: Citron American (19 lb. bx) and Raisins (Sultana 1 Crown, Sultana 2 Crown).

Table with 2 columns: Raisins (Sultana 1 Crown) and FARINACEOUS GOODS (Dried Lima, Medium Head Pickled).

Table with 2 columns: FARINACEOUS GOODS (Dried Lima) and Creams (Cream of Cereal, Grain-O, small).

Table with 2 columns: Farina (24 1 lb. packages, Bulk, per 100 lbs) and Haskell's Wheat Flakes (36 2 lb. packages).

Table with 2 columns: Haskell's Wheat Flakes (36 2 lb. packages) and Hominy (Barrels, Flake, 50 lb. drums).

Table with 2 columns: Hominy (Barrels, Flake, 50 lb. drums) and Maccaroni and Vermicelli (Domestic, 10 lb. box).

Table with 2 columns: Maccaroni and Vermicelli (Domestic, 10 lb. box) and Pearl Barley (Common, Chester, Empire).

Table with 2 columns: Pearl Barley (Common, Chester, Empire) and Grits (Walsh-DeRoo Co's Brand).

Table with 2 columns: Grits (Walsh-DeRoo Co's Brand) and Rolled Oats (Rolled Avena, bbl, Steel Cut, 1/2 bbl).

Table with 2 columns: Rolled Oats (Rolled Avena, bbl) and Tapioca (Flake, Pearl, 24 1 lb. packages).

Table with 2 columns: Tapioca (Flake, Pearl, 24 1 lb. packages) and Cracked, bulk (24 2 lb. packages).

Table with 2 columns: Cracked, bulk (24 2 lb. packages) and FLAVORING EXTRACTS (Vanilla D. C., 2 oz 1 10 4 oz 1 80).

Table with 2 columns: FLAVORING EXTRACTS (Vanilla D. C.) and COLEMAN'S EXTRACTS (Vanilla, Lemon).

Table with 2 columns: COLEMAN'S EXTRACTS (Vanilla, Lemon) and JENNINGS' FLAVORING EXTRACTS (Vanilla, Lemon).

Table with 2 columns: JENNINGS' FLAVORING EXTRACTS (Vanilla, Lemon) and D. C. Vanilla (2 oz, 1 20, 2 oz panel, 75).

Table with 2 columns: D. C. Vanilla (2 oz, 1 20) and Lemons (2 oz full m, 2 10, 2 oz full m, 1 25).

Table with 2 columns: Lemons (2 oz full m) and Northrop Brand (2 oz. Taper Panel, 2 oz. Oval).

Table with 2 columns: Northrop Brand (2 oz. Taper Panel) and Perrigo's (2 oz. Taper Panel, 4 oz. Taper Panel).

Table with 2 columns: MATCHES (Diamond Match Co's brands, No. 9 sulphur, Anchor Parlor).

Table with 2 columns: MATCHES (Diamond Match Co's brands) and MOLASSES (Black, Fair, Good, Fancy, Open Kettle).

Table with 2 columns: MOLASSES (Black, Fair, Good, Fancy, Open Kettle) and MUSTARD (Horse Radish, 1 doz, Horse Radish, 2 doz).

Table with 2 columns: MUSTARD (Horse Radish, 1 doz) and PAPER BAGS (Satchel, Bottom, Union Square).

Table with 2 columns: PAPER BAGS (Satchel, Bottom, Union Square) and Small (Barrels, 2,400 count, Half bbls, 1,200 count).

Table with 2 columns: Small (Barrels, 2,400 count) and PIPES (Clay, T. D., full count, Cob, No. 3).

Table with 2 columns: PIPES (Clay, T. D., full count) and POTASH (48 cans in case, Babbitt's, Penna Salt Co's).

Table with 2 columns: POTASH (48 cans in case) and RICE (Domestic, Carolina head, Carolina No. 1).

Table with 2 columns: RICE (Domestic, Carolina head) and Imported (Japan, No. 1, Java, fancy head, Java, No. 1).

Table with 2 columns: Imported (Japan, No. 1) and SALERATUS (Packed 60 lbs. in box, Church's Arm and Hammer).

Table with 2 columns: SALERATUS (Packed 60 lbs. in box) and Diamond Crystal (Table, cases, 24 3 lb. boxes, Table, barrels, 100 3 lb. bags).

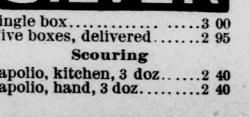
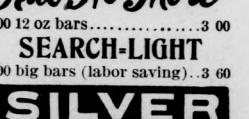
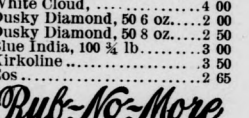
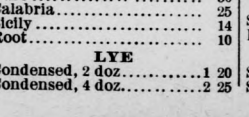
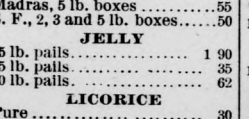
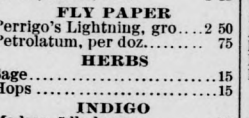
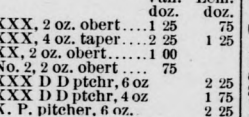
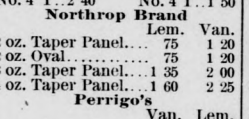
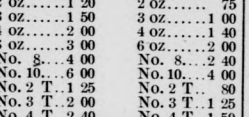
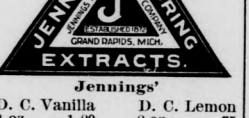
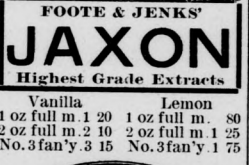
Table with 2 columns: Diamond Crystal (Table, barrels, 100 3 lb. bags) and Common Grades (100 3 lb. sacks, 60 5 lb. sacks).

Table with 2 columns: Common Grades (100 3 lb. sacks) and 56 lb. dairy in drill bags (56 lb. dairy in drill bags, Ashton).

Table with 2 columns: 56 lb. dairy in drill bags (56 lb. dairy in drill bags) and Solar Rock (56 lb. dairy in linen sacks, Higgins).

Table with 2 columns: Solar Rock (56 lb. dairy in linen sacks) and Granulated Fine (Granulated Fine, 1 60, Medium Fine, 1 05).

Table with 2 columns: Granulated Fine (Granulated Fine, 1 60) and SOAP (Single box, 5 box lots, delivered, 10 box lots, delivered).



SALT FISH
Cod
Georges cured @ 5
Georges genuine @ 5 1/2
Georges selected @ 5 3/4
Grand Bank @ 4 1/2
Strips or bricks 6 @ 9
Pollock @ 3 1/4
Halibut
Strips @ 14
Chunks @ 15
Herring
Holland white hoops bbl. 11 00
Holland white hoops 1/2 bbl. 6 00
Holland white hoop, keg. 75
Holland white hoop mchs. 85
Norwegian
Round 100 lbs. 3 60
Round 40 lbs. 1 75
Sealed 16 1/2
Boaters 1 50
Mackerel
Mess 100 lbs. 17 00
Mess 40 lbs. 7 10
Mess 10 lbs. 1 85
Mess 8 lbs. 1 51
No. 1 100 lbs. 15 00
No. 1 40 lbs. 6 30
No. 1 10 lbs. 1 65
No. 1 8 lbs. 1 35
No. 2 100 lbs. 9 50
No. 2 40 lbs. 4 10
No. 2 10 lbs. 1 10
No. 2 8 lbs. 91
Trout
No. 1 100 lbs.
No. 1 40 lbs.
No. 1 10 lbs.
No. 1 8 lbs.
Whitefish
No. 1 No. 2 Fam
100 lbs 7 50 7 00 2 25
40 lbs 3 30 3 10 1 25
10 lbs 80 85 38
8 lbs 75 71 33

SEEDS
Anise 9
Canary, Smyrna 4
Caraway 8
Cardamon, Malabar 60
Celery 10
Hemp, Russian 4 1/2
Mixed Bird 4 1/2
Mustard, white 5
Poppy 10
Rape 4 1/2
Cuttie Bone 15
SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rappee, in jars 43
SODA
Boxes 5 1/2
Kegs, English 4%

SPICES
Allspice 12
Cassia, China in mats 25
Cassia, Batavia, in bund 12
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 55
Cloves, Amboy 16
Cloves, Zanzibar 14
Mace 55
Nutmegs, 75-80 55
Nutmegs, 105-10 45
Nutmegs, 115-20 40
Pepper, Singapore, black 15 1/2
Pepper, Singapore, white 23
Pepper, shot 16 1/2
Pure Ground in Bulk
Allspice 16
Cassia, Batavia 28
Cassia, Saigon 48
Cloves, Zanzibar 17
Ginger, African 15
Ginger, Cochlin 15
Ginger, Jamaica 25
Mustard 65
Pepper, Singapore, black 18
Pepper, Singapore, white 25
Pepper, Cayenne 20
Sage 20

STARCH
Kingsford's Corn
40 1-lb. packages 6 1/2
20 1-lb. packages 6 1/2
6 1-lb. packages 7 1/2
Kingsford's Silver Gloss
40 1-lb. packages 7
20 1-lb. packages 7 1/2
Common Corn
20 1-lb. packages 4 1/2
40 and 50-lb. boxes 5 1/2
Common Gloss
1-lb. packages 4 1/2
3-lb. packages 4 1/2
6-lb. packages 5
40 and 50-lb. boxes 3 1/2
Barrels 3 1/2
STOVE POLISH
Enameline
WASHING POWDER
WICKING
No. 0, per gross 20
No. 1, per gross 25
No. 2, per gross 35
No. 3, per gross 55

SUGAR
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.
Domino 5 85
Cut Leaf 6 00
Crushed 6 00
Cubes 5 75
Powdered 5 70
Coarse Powdered 5 70
XXXX Powdered 5 75
Standard Granulated 5 69
Fine Granulated 5 69
Coarse Granulated 5 75
Extra Fine Granulated 5 70
Conf. Granulated 5 85
2 lb. cartons Fine Gran. 5 70
2 lb. bags Fine Gran. 5 70
5 lb. cartons Fine Gran. 5 70
5 lb. bags Fine Gran. 5 70
Mould A 5 85
Diamond A 5 60
Confectioner's A 5 25
No. 1, Columbia A. 5 25
No. 2, Windsor A. 5 25
No. 3, Ridgewood A. 5 25
No. 4, Phoenix A. 5 20
No. 5, Empire A. 5 15
No. 6 5 10
No. 7 5 05
No. 8 5 00
No. 9 4 90
No. 10 4 85
No. 11 4 80
No. 12 4 80
No. 13 4 80
No. 14 4 80
No. 15 4 80
No. 16 4 80

SYRUPS
Corn
Barrels 19
Half bbls 21
1 doz. 1 gallon cans 3 20
1 doz. 1/2 gallon cans 1 95
2 doz. 1/4 gallon cans 95
Pure Cane
Fair 16
Good 20
Choice 25
TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.
Lea & Perrin's, large 3 75
Lea & Perrin's, small 2 50
Halford, large 3 75
Halford, small 2 25
Salad Dressing, large 4 55
Salad Dressing, small 2 75

TEA
Japan
Sundried, medium 27
Sundried, choice 30
Sundried, fancy 40
Regular, medium 28
Regular, choice 30
Regular, fancy 40
Basket-fired, medium 26
Basket-fired, choice 26
Basket-fired, fancy 40
Nibs 27
Siftings 19
Fannings 20
Gunpowder
Moyune, medium 26
Moyune, choice 35
Pingsuey, medium 25
Pingsuey, choice 30
Pingsuey, fancy 40
Young Hyson
Choice 30
Fancy 36
Oolong
Formosa, fancy 42
Amoy, medium 25
Amoy, choice 32
English Breakfast
Medium 27
Choice 34
Fancy 42
India
Ceylon, choice 32
Fancy 42
TOBACCO
Scotten Tobacco Co.'s Brands.
Sweet Chunk plug 34
Caddillac fine cut 37
Sweet Loma fine cut 38
VINEGAR
Malt White Wine, 40 grain. 8
Malt White Wine, 80 grain. 11
Pure Cider, Red Star 12
Pure Cider, Robinson 12
Pure Cider, Silver 11

WASHING POWDER
Rub-No-More
WICKING
No. 0, per gross 20
No. 1, per gross 25
No. 2, per gross 35
No. 3, per gross 55

WOODENWARE
Baskets
Bushels 1 15
Bushels, wide band 1 25
Market 30
Willow Clothes, large 7 00
Willow Clothes, medium 6 50
Willow Clothes, small 5 50
Butter Plates
No. 1 Oval, 250 in crate. 1 80
No. 2 Oval, 250 in crate. 2 00
No. 3 Oval, 250 in crate. 2 20
No. 5 Oval, 250 in crate. 2 60
Clothes Pins
Boxes, gross boxes 65
Mop Sticks
Trojan spring 9 00
Eclipse patent spring 9 00
No. 1 common 8 00
No. 2 patent brush holder 9 00
12 lb. cotton mop heads 1 25
Pails
2-hoop Standard 1 50
3-hoop Standard 1 70
2-wire, Cable 1 60
3-wire, Cable 1 85
Cedar, all red, brass bound 1 25
Paper, Eureka 2 25
Fibre 2 40
Tubs
20-inch, Standard, No. 1 7 00
18-inch, Standard, No. 2 6 00
16-inch, Standard, No. 3 5 00
20-inch, Dowell, No. 1 3 25
18-inch, Dowell, No. 2 5 25
16-inch, Dowell, No. 3 4 25
No. 1 Fibre 9 45
No. 2 Fibre 7 95
No. 3 Fibre 7 20
Wash Boards
Bronze Globe 2 50
Dewey 2 75
Double Acme 2 75
Single Acme 2 25
Double Peerless 3 20
Single Peerless 2 50
Northern Queen 2 50
Double Duplex 3 00
Good Luck 2 75
Universal 2 25
Wood Bowls
11 in. Butter 75
13 in. Butter 1 00
15 in. Butter 1 75
17 in. Butter 2 50
19 in. Butter 3 00
Assorted 13-15-17 1 75
Assorted 15-17-19 2 50
YEAST CAKE
Yeast Foam, 1/2 doz. 50
Yeast Foam, 3 doz. 1 00
Yeast Fire, 3 doz. 1 00
Magic Yeast, 3 doz. 1 00
Sunlight Yeast, 3 doz. 1 00
Warner's Safe, 3 doz. 1 00

Crackers
The National Biscuit Co.
quotes as follows:
Butter
Seymour 5 1/2
New York 5 1/2
Family 5 1/2
Salted 5 1/2
Wolverine 6
Soda
Soda XXX 6
Soda, City 8
Long Island Wafers 11
Zephyrette 10
Oyster
Faust 7
Farina 5
Extra Farina 6
Saltine Oyster 5 1/2
Sweet Goods-Boxes
Animals 10 1/2
Assorted Cake 10
Belle Rose 9
Bent's Water 15
Buttercups 13
Cinnamon Bar 9
Coffee Cake, Java 10
Coffee Cake, Java 10
Cocoanut Taffy 10
Cracknells 15 1/2
Creams, Iced 8 1/2
Cream Crisp 9
Crystal Creams 10
Cubans 11 1/2
Currant Fruit 11
Frosted Honey 12 1/2
Frosted Cream 9
Ginger Gems, 1/2 doz. 8
Ginger Snaps, N.B.C. 9
Gladiator 10
Grandma Cakes 9
Graham Crackers 8
Graham Wafers 10
Grand Rapids Tea 12
Honey Fingers 12 1/2
Iced Honey Crumpets 10
Imperial's Honey 8
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Wafers 16
Mary Ann 8
Mixed Picnic 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 12 1/2
Moss Jelly Bar 12
New York 9
Oatmeal Crackers 8
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 8
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 8 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 18

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Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 18

Grains and Feedstuffs
Wheat
Wheat 70
Winter Wheat Flour
Local Brands
Patents 4 25
Second Patent 3 75
Straight 3 50
Clear 3 25
Graham 3 50
Buckwheat 4 50
Rye 3 25
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putnam's Brand
Diamond 1/8s 3 75
Diamond 1/4s 3 75
Diamond 1/2s 3 75
Worden Grocer Co.'s Brand
Quaker 1/8s 3 70
Quaker 1/4s 3 70
Quaker 1/2s 3 70
Spring Wheat Flour
Clark-Jewell-West Co.'s Brand
Pillsbury's Best 1/8s 4 55
Pillsbury's Best 1/4s 4 45
Pillsbury's Best 1/2s 4 35
Pillsbury's Best 3/4s paper 4 35
Pillsbury's Best 1/8s paper 4 35
Ball-Barnhart-Putnam's Brand
Duluth Imperial 1/8s 4 35
Duluth Imperial 1/4s 4 25
Duluth Imperial 1/2s 4 15
Lemon & Wheeler Co.'s Brand
Wingold 1/8s 4 20
Wingold 1/4s 4 10
Wingold 1/2s 4 00
Olney & Judson's Brand
Ceresota 1/8s 4 50
Ceresota 1/4s 4 40
Ceresota 1/2s 4 30
Worden Grocer Co.'s Brand
Laurel 1/8s 4 30
Laurel 1/4s 4 20
Laurel 1/2s 4 10
Laurel 3/4s and 1/2s paper 4 15
Meal
Boiled 2 00
Granulated 2 20
Feed and Millstuffs
St. Car Feed, screened 17 50
No. 1 Corn and Oats 17 00
Unbolted Corn Meal 16 50
Winter Wheat Bran 15 00
Winter Wheat Middlings 15 50
Screenings 15 00

Grains and Feedstuffs
Corn
Corn, car lots 42
Less than car lots 32
Oats
Car lots 29 1/2
Car lots, clipped 32
Less than car lots 1
Hay
No. 1 Timothy car lots 12 00
No. 1 Timothy ton lots 13 00
Hides and Pelts
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1 7
Green No. 2 6
Cured No. 1 8
Cured No. 2 7
Calfskins, green No. 1 10
Calfskins, green No. 2 8 1/2
Calfskins, cured No. 1 10 1/2
Calfskins, cured No. 2 9
Pelts
Pelts, each 50 @ 1 10
Tallow
No. 1 4 1/2
No. 2 3 1/2
Wool
Washed, fine 20 @ 22
Washed, medium 22 @ 24
Unwashed, fine 14 @ 15
Unwashed, medium 18 @ 20

Grains and Feedstuffs
Fresh Fish
White fish 9
Trout 8
Black Bass 10
Halibut 10
Clasces or Herring 13
Bluefish 11
Live Lobster 16
Boned Lobster 18
Cod 10
Haddock 10
No. 1 Pickerel 7
Pike 5
Perch 8
Smoked White 8
Red Snapper 9
Col River Salmon 10
Mackerel 18
Oysters in Cans.
F. H. Counts 40
F. J. D. Selects 10
Selects 10
F. J. D. Standards 10
Anchors 10
Standards 10
Favorite 10
Shell Goods.
Clams, per 100 1 00
Oysters, per 100 1 00 @ 1 25

Fresh Meats
Beef
Carcass 6 1/2 @ 8
Forequarters 6 @ 6 1/2
Hindquarters 8 @ 9
Loins No. 3 10 @ 14
Ribs 10 @ 14
Rounds 10 @ 8
Chuck 5 1/2 @ 6
Plates 4 @ 5
Pork
Dressed @ 6 1/2
Loins @ 8
Boston Butts @ 7 1/2
Shoulders @ 7 1/2
Leaf Lard @ 7 1/2
Mutton
Carcass 7 @ 8
Spring Lambs @ 16
Veal
Carcass 7 1/2 @ 9

Provisions
Barreled Pork
Mess @ 12 1/2
Back @ 13 50
Clear back @ 12 50
Short cut @ 12 50
Pig @ 16 50
Bean @ 10 50
Family @ 13 50
Dry Salt Meats
Bellies 8 1/2
Briskets 8 1/2
Extra shorts 7 1/2
Smoked Meats
Hams, 12 lb. average @ 11 1/2
Hams, 14 lb. average @ 11
Hams, 16 lb. average @ 10 1/2
Hams, 20 lb. average @ 10 1/2
Ham dried beef @ 13 1/2
Shoulders (N. Y. cut) @ 7 1/2
Bacon, clear 9 @ 10
California hams @ 7 1/2
Boneless hams @ 11
Boiled Hams @ 16
Picnic Boiled Hams @ 12 1/2
Berlin Hams @ 9
Mince Hams @ 9 1/2
Lards-In Tierces
Compound 6 1/2
Kettle 7 1/2
Vegetable 6 1/2
55 lb. Tubs, advance 3 1/2
80 lb. Tubs, advance 3 1/2
50 lb. Tins, advance 3 1/2
20 lb. Pails, advance 3 1/2
10 lb. Pails, advance 3 1/2
5 lb. Pails, advance 1
3 lb. Pails, advance 1
Sausages
Bologna 5 1/2
Liver 6
Frankfort 7 1/2
Pork 7 1/2
Blood 6 1/2
Tongue 9
Headcheese 6
Beef
Extra Mess 10 75
Boneless 10 00
Rump 10 50
Pigs' Feet
Kits, 15 lbs 80
3/4 bbls., 40 lbs 1 50
1/2 bbls., 80 lbs 2 75
Tripe
Kits, 15 lbs 70
3/4 bbls., 40 lbs 1 25
1/2 bbls., 80 lbs 2 25
Casings
Pork 20
Beef rounds 3
Beef middles 10
Sheep 60
Butterine
Rolls, dairy 13 1/2
Solid, dairy 13
Rolls, creamery 19
Solid, creamery 18 1/2
Canned Meats
Corned beef, 2 lb 2 40
Corned beef, 14 lb 17 50
Roast beef, 2 lb 2 40
Potted ham, 1/4s 45
Potted ham, 1/2s 45
Deviled ham, 1/4s 45
Deviled ham, 1/2s 45
Potted tongue, 1/4s 45
Potted tongue, 1/2s 45
Oils
Eocene @ 12
Perfection @ 10 1/2
XXX W. W. Mich. Hdt @ 10 1/2
W. W. Michigan @ 10
Diamond White @ 9 1/2
D. S. Gas @ 11 1/2
Do. Naphtha @ 11 1/2
Cylinder @ 29
Engine @ 23
Black, winter @ 11 1/2

Provisions
Fancy-In 5 lb. Boxes
Lemon Sour @ 50
Peppermint Drops @ 60
Chocolate Drops @ 65
H. M. Choc. Drops @ 75
H. M. Choc. Lt. and Dk. No. 12 @ 90
Gum Drops @ 30
Licorice Drops @ 75
A. B. Licorice Drops @ 50
Lozenges, plain @ 55
Lozenges, printed @ 55
Imperial @ 60
Mottos @ 60
Cream Bar @ 55
Molasses Bar @ 55
Hand Made Creams @ 80 @ 90
Cream Buttons, Pep. and Wink @ 65
String Root @ 60
Burnt Almonds 1 25 @ 65
Wintergreen Berries @ 65
Caramels
No. 1 wrapped, 3 lb. boxes @ 50
Penny Goods @ 50 @ 60
Fruits
Oranges
Fancy Navel @ 17
Extra Choice @ 17
Late Valencia 4 75 @ 5 00
Seedlings @ 3 75
Medt. Sweets @ 3 75
Jamaica @ 5 00
Fancy Valencia @ 5 00
Lemons
Strictly choice 300s @ 4 50
Strictly choice 300s @ 4 50
Fancy 300s @ 4 75
Ex. Fancy 300s @ 5 00
Extra Fancy 300s @ 5 00
Bananas
Medium bunches 1 75 @ 2 00
Large bunches 2 00 @ 2 25
Foreign Dried Fruits
Figs
California, Fancy @ 10
Cal. pkg. 10 lb. boxes @ 8
Extra Choice, 10 lb. boxes, new Smpna @ 12
Fancy, 12 lb. boxes new @ 13
Imperial Mikados, 18 lb. boxes @
Pulled, 6 lb. boxes @
Naturals, in bags @ 5 1/2
Fards in 10 lb. boxes @ 10
Fards in 60 lb. boxes @ 6
Persians, P. H. V. @ 5
lb. cases, new @ 5
Sairs, 60 lb. cases @ 5
Nuts
Almonds, Tarragon @ 17
Almonds, 1 1/2 @
Almonds, California soft shelled @ 15 1/2
Brazil, new @ 7
Filberts @ 13
Walnuts, Grenobles @ 15
Walnuts, soft shelled California No. 1 @ 13
Table Nuts, fancy @ 12 1/2
Table Nuts, choice @ 11
Pecans, Med. @ 10
Pecans, Ex. Large @ 12 1/2
Pecans, Jumbos @
Hickory Nuts per bu. Ohio, new @ 1 75
Cocoanuts, full sacks @ 3 25
Chestnuts, per bu. @
Peanuts
Fancy, H. P., Suns 5 @
Fancy, H. P., Flags Roasted @ 6 1/2
Choice, H. P., Extras @
Choice, H. P., Extras Roasted @
Span. Shelled No. 1. 7 1/2 @ 7 1/2



Kingsford's Corn Starch
40 1-lb. packages 6 1/2
20 1-lb. packages 6 1/2
6 1-lb. packages 7 1/2
Kingsford's Silver Gloss
40 1-lb. packages 7
20 1-lb. packages 7 1/2
Common Corn
20 1-lb. packages 4 1/2
40 and 50-lb. boxes 5 1/2
Common Gloss
1-lb. packages 4 1/2
3-lb. packages 4 1/2
6-lb. packages 5
40 and 50-lb. boxes 3 1/2
Barrels 3 1/2



Enameline
WASHING POWDER
Rub-No-More
WICKING
No. 0, per gross 20
No. 1, per gross 25
No. 2, per gross 35
No. 3, per gross 55

Getting the People

How the Country Merchant Neglects His Opportunities.
Written for the Tradesman.

Did you ever stop to consider what a decided advantage the country storekeeper has over the merchant in the city? It is a fact. In the average country town, practically everything is bought and sold at stores not more than half a mile apart, the buyers being almost exclusively those who live within the town limits or a short distance in the surrounding country. The store is located not far from the postoffice and as near as possible to the trade center. The country store merchant knows practically every one of his customers, has grown up with them, is acquainted with their likes and dislikes, can gauge their wants accurately, and, consequently, is less liable to err in his judgment of the quantity and kinds of goods required than is the buyer for the big city store. Every country store is in the country center and every country newspaper reaches those who are naturally buyers from that store. The country advertiser has only a small territory to cover and the mediums that he uses circulate in that territory and in that territory only; consequently, there is no waste circulation for him to pay for. His advertisements reach just the people he wants to reach and no others. On the contrary, the large store located off the main street outside of the business section of a large city is at a disadvantage, because the great city dailies which cover the whole city are useful to it only in part, for a great portion of their circulation is among people who are too far distant from the store to be attracted by its announcements. The country storekeeper gets the full benefit of every dollar he spends in the newspapers. His customers are more settled in their likes and dislikes than are city customers—they are not subject to fads. The country storekeeper has the grandest opportunity of any merchant in the land to do good advertising and to reap liberal benefit from it, yet it is he who neglects his opportunities most shamefully. There is not a shadow of excuse for it. He knows his public so well that he should make few mistakes in his advertising. He does not need to experiment like the city merchant. He does not have to contend with the ruinous competition that the city merchant does. The space in his local newspaper is really less expensive than the space in the city newspaper, for he can use one paper and cover his section thoroughly, while the city merchant must use three or four, and even then reach a great number of people whom he can not possibly interest. The only thing with which the country merchant has to contend is the fact that the local newspapers do not always take the best of care in setting his advertisements, but a few dollars invested in suitable display type and rigid instructions to the compositors in regard to the method of setting up the advertising will overcome this difficulty. It would pay the country advertiser to study up the problem of advertising a great deal more than he is doing at present. It would pay him to have a good working knowledge of type and display and to read up the principles that underlie good advertising. If he has not the time or inclination or ability to do this, let him employ somebody who has. He can well afford it.

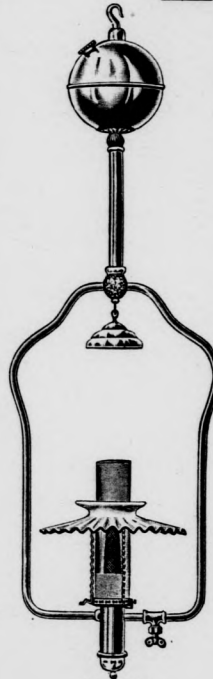
The country merchant who is located

in a town where there is no newspaper, or the city merchant who is so far from the business center that he can not afford to use the newspapers on account of waste circulation, often sits down contentedly and does no advertising—possibly because he does not know what else to do. Why doesn't he publish a paper of his own? An advertising sheet regularly issued and circulated among his customers, by mail or otherwise, is always a good method of advertising a store. It does not take the place of newspaper advertising—that is, I would not advise its use to the exclusion of newspapers where the papers can be used profitably—but it is a great help in connection with newspaper advertising or where the newspaper can not be used to advantage. The value of such an advertising sheet would depend largely upon its not having too much advertising in proportion to its reading matter and in its being issued regularly. It should be brought out at least once a month and should reach its readers about the same date each month. It can be gotten up in either newspaper or magazine style, not like a circular. There should be plenty of stories and other interesting reading matter, which can be clipped from out-of-town newspapers or popular magazines. It is often a good plan to run a portion of an uncopyrighted novel each month as a serial. The advertising can be of whatever character is desired and should be set up in regular newspaper or magazine style, not bunched in one place, but distributed through the publication in such a manner that the advertising is always next to or opposite reading matter. Have a puzzle department for the children, a household recipe department for the housewife, and a fashion department for the young girls—have something in it to interest every one in the home—especially the women. The expense of getting these papers up should not be very heavy—anywhere from a quarter of a cent to five cents each, and they should be distributed in every home within the radius reached by the store. It is best to address them personally and deliver them by mail or messenger. The better the reading matter of such a paper the more interesting it will be to its readers and the greater will be its value as an advertising medium. The more attractive it is and the better it is printed the greater will be its chances of being read. A publication like this can not fail to do a vast amount of good for the house that issues it and it is quite possible for the publisher to make a little additional revenue out of it by accepting advertisements from other business houses in his town whose lines do not compete with his. W. S. Hamburger.

Flowers a Necessary Feature of a Funeral.

The question as to whether flowers are a necessary feature of a funeral is a queer one to be brought into the courts, but it has engaged the attention of the highest judicial tribunal in Rhode Island, all the same, where the payment of the bill of a florist was resisted by the administrators of the estate of a deceased citizen at whose funeral flowers were furnished on the credit of the estate. The Court now justifies this expenditure, remarking that the custom of having flowers at funerals is well nigh universal in this country, and when not abused by extravagance or unseemly ostentation, it is certainly to be commended as giving appropriate expression to our feelings of respect and love for the departed.

A SUMMER LIGHT



No. 101

For the lighting of summer homes, cottages, pavilions, lawns, porches, and in fact for every place where an artificial light is needed THE IMPERIAL GAS LAMP fills all the requirements. It makes little heat, withstands draughts and wind, makes no smoke, gives no odor, is absolutely safe, costs only a trifle to maintain, burns with a steady 100 candle power light and can be handled by any one. One gallon of gasoline will burn 60 hours, so it is economical. It has the approval of insurance companies. Every lamp is fully guaranteed. Write for illustrated catalogue and prices.

The Imperial Gas Lamp Co.,

132 & 134 Lake Street,
Chicago, Ill.

We make showcases.
We make them right.
We make prices right.

Write us when in the market.

Kalamazoo Case & Cabinet Co.,

Kalamazoo, Mich.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)



50 CIGAR
SOLD BY ALL JOBBERS

THE MERCHANT'S BURDEN.

Compelled to Decorate on the Least Provocation.

Written for the Tradesman.

One of the proprietors of a dry goods establishment in the southern part of the State stood in front of his place of business as I came up, directing the efforts of a number of clerks who were putting out decorations.

There were great bolts of red, white and blue material and flags innumerable. Everything was in bustle and confusion and customers were leaving the store without being waited on.

"Now," cried the merchant, from his position on the walk, "carry that blue strip across the front. That's right. How does that look?" he added, turning to me.

"All right," I replied. "How many times a year do you put up decorations?"

"About every other day, it appears to me," was the reply.

"Does it pay?"

"No."

"Then why do you keep at it?"

"Because we are asked to and because there is a general notion in the alleged brain of the average citizen that the modern business man is his servant and gets a living by his consent. Every time a dozen members of the 'Domestic Order of Chin-Waggers,' or the 'Independent Sons of Men Who Never Shot a Gun,' or the 'Approved Patrons of the Pump' take a notion into their heads that they want to put a red collar about their necks and follow a band down the street, we are requested to decorate. It's an awful nuisance."

"But it makes the town look attractive."

"Oh, of course. It would make the town look attractive to paint green lions with yellow whiskers and two-legged cows with plug hats on along the walks and on the plate glass windows, but I never heard of such a thing being done. I'm willing to do my share in anything that will make the town attractive to strangers, but I think we are getting it put on us pretty strong on this decoration business. It is expensive and draws very little trade. But we decorate for one society, and so we have to decorate for another. You know how that goes."

"I think I do."

"And while we are spending our money to make the business streets look inviting, the same people who urge us on are getting up sports and games at some near-by summer resort to take the people away from the city the minute the procession is over. Now, that's a nice thing, isn't it?"

"So you may as well close up in the afternoon?"

"Exactly."

While we talked a man in a sack coat and a battered silk hat who had been observing the work of decorating from the opposite side of the street crossed over and approached the merchant.

"Say," he said, "you want to keep those colors handy for next week. We're going to have the State meeting of the 'United Order of Authors Who Never Get Anything Printed' here and we want to cut a dash. I am chairman of the reception committee and I'll call on you later to talk it over."

The merchant was plainly annoyed.

"How would it do to get out a lot of six-horse floats," he asked, with a sly wink in my direction, "and put up a representation of a big waste basket, in green and gold, on the front of the building, with a big black office cat

sitting on the cornice looking down into it?"

"Why, do you think that would be appropriate?" asked the chairman of the reception committee, with a dubious grin.

"Oh, yes," was the reply. "And I might get an old printing press and have a boy printing stamps for return postage as the procession filed through the streets."

The chairman backed away.

"I'll come in and talk it over with you," he said.

"Be sure and give me plenty of time to get ready," replied the merchant.

"That is a fair sample of the requests made," said the merchant, as the man in the battered hat moved away in the crowd. "Of course, we are glad to help the town in any way we can, for we get our living here, but what is the use in catering to all this love of display?"

"Look here, Tom," said a citizen, stepping up to the merchant with a broad smile on his face, "you'll have to do better than that with your display. Your rival down the street is just throwing himself."

"He is welcome to put a brass band on the roof and an Oriental bazar in each front window," was the reply. "It is my private opinion that it is only the people who belong to this society who take any interest in this fool parade and I'm just going to fix up so the store won't look like thirty cents when the procession goes by and let it go at that."

"Study the thing out to please yourself," said the other.

"There's the secret of a good deal of this trouble," said the merchant, in a moment. "In two words, it is business rivalry. They play one dealer against another."

"Well," I suggested, "the merchant who gets his store talked about, either because of fine decorations or because of judicious advertising through the newspapers, is usually the man who wins out."

"That is true enough," was the reply, "but the secret of commercial success lies in so conducting business as to make a permanent customer out of the chance buyer. My customers won't leave me because a rival house puts out more flags than I do every time a ten-minute parade goes through the streets. And these things bring few new faces to my counters. It's just a burden put on the merchants because they are foolish enough to submit to it."

"A merchant should flatter his customers by showing that he takes an interest in their affairs, but he should not carry the point so far that it becomes an expensive nuisance, should he? Oh, I'm sick of the whole business, and the next time I am asked to put out a display I'm going to make a kick."

And I left the store realizing that nearly all the business men in the town felt the same way that day. But they all decorated. Alfred B. Tozer.

Truce in Sugar War Will Give Big Profits.
From the New York Commercial.

With the present margin of 78 cents per 100 pounds between raw and refined sugar, there will be, if it is maintained, a profit of about \$5,880,000 for the American Sugar Refining Co. during the next six months, which is the busy season. There will be a profit of at least half that amount for the remaining refiners, or \$8,820,000 altogether.

Assuming that the profits during the remaining six months of the year are only one-half of what they are during

the busy season, the total profits for the coming year will be about \$13,450,000 for all of the refiners of the United States.

It is understood in the trade that a satisfactory agreement has been reached between Mr. Havemeyer and Mr. Arbuckle—at any rate, Mr. Havemeyer will stop cutting prices in the future, so that the profits mentioned are likely to be realized.

For the Arbuckles there are large additional profits from the coffee trade, which is said to net them fully \$2,000,000 a year when there is no disturbance in prices. The American Sugar Refining Co., which controls the Woolson Spice Co., will also come in for a large profit in the coffee business. The Woolson Spice Co. was credited with making profits equal to 100 per cent. a year before the sugar-coffee fight broke out.

The surplus of the American Sugar Refining Co. is supposed to have been reduced to a low point by the warfare with the Arbuckles. If the agreement is maintained, considerably more than 12 per cent will be earned on the common during the coming year.

Hides, Pelts, Tallow and Wool.

The hide market remains quiet at the late decline. There is a disposition on the part of some dealers to advance prices, which is strongly resisted. All offerings are readily taken at the old price. The market is in a healthy condition, with no apparent change in prospect.

Sheep pelts are lower, with light demand. Sheerlings are wanted and are in good demand.

Tallow is lower and sluggish in trade. The supply is ample, while prices are at the lowest point possible, as slaughterers will not save the stock at a lower price, there being no margin left for handling.

Wools are dull and, while the ruling price at the seaboard is about 2c above the basis of 1899, it has been well marketed to dealers in the State at 3@4c above. The local buyers are now waiting for jobbing buyers, who do not materialize, to give them a profit. But little stock has gone out of the State, and that little has been on consignment. Late reports from the East are to the effect that the market is easier and that sales of any magnitude must be made at concessions. Fine wools are somewhat below the importing point, on account of lack of demand. The coarse grades are fully up to this point and the local purchaser's price is above.

Wm. T. Hess.

Cash in ten days covers a multitude of trade sins.

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 payments.

BUSINESS CHANCES.

DRUG STORE FOR SALE—THE UNION Pharmacy, Muskegon (brand of Fred Brundage); doing a fine cash business, gaining steadily; good cigar, soda and transient trade; no other drug store in vicinity; no cut rates; rent low; stock invoices about \$2,500; no real estate wanted; reason for selling, main store requires entire attention. Fred Brundage, Muskegon, Mich. 387

FOR SALE—GOOD PAYING RESTAURANT with twenty-seven regular boarders; twelve furnished rooms; in town of about 45,000 population. Sickness reason for selling. Address No. 388, care Michigan Tradesman. 385

FOR SALE—A NICE CLEAN STOCK OF general merchandise in one of the liveliest towns in Michigan of 400 inhabitants; stock inventories \$6,000; good farming all around; good reasons for selling. Address H. & B., care Michigan Tradesman. 388

GOOD DRUG STOCK NEAR MUSKEGON for sale or trade. Write quick. R. E. Hardy, 294 Concord Ave., Detroit. 391

WANTED—BAZAAR STOCK IN GOOD town doing good business. Address No. 390, care Michigan Tradesman. 390

FOR SALE—ONE-HALF INTEREST IN two good grocery stores, doing \$50,000 business a year; or will sell one store, doing \$20,000 cash business; one of the best cities in the State. If you are interested write at once to 414 Monroe St., Bay City, Mich. 387

FOR SALE—ONE-HALF OR ENTIRE INTEREST in a first-class grocery stock, in a city of 50,000; doing a business of \$50,000 a year. If you desire to investigate this any further address at once W. care Michigan Tradesman. 386

FOR SALE OR EXCHANGE FOR GENERAL STOCK OF MERCHANDISE—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 385

OWING TO BUSINESS CHANGES A thoroughly competent and experienced office man will be open for an engagement about Aug. 1. Capable of taking full charge of an office, conducting correspondence, passing on credits or conducting finances. First class book-keeper. Could make change earlier if desired. No objection to leaving city. Best of references and bond if required. Address G., P. O. Box 418, Grand Rapids, Mich. 383

FOR SALE—AN UP-TO-DATE HARDWARE stock invoicing \$4,500. J. C. Constock, Thorntown, Ind. 384

FOR SALE—NICE, CLEAN \$1,200 STOCK of groceries and fixtures; established thirteen years; splendid location, one-half mile from railroad shops and thrasher work, employing 600 men; suburban corner grocery on one of the best streets in a city of 18,000 population; poor health; must sell quick. Terry & Son, Battle Creek, Mich. 383

FOR SALE—BEST ARRANGED GENERAL store in Northern Indiana. Stock will inventory \$3,000. Can be reduced to suit purchaser. Will sell or rent store room and dwelling. No trades considered. Call on or address O. C. Himes, Cedar, Ind. 381

TO RENT—THE BRICK STORE AND basement in the Wurzburg Block, 118 Front St., Traverse City, Mich. Positively the best business location in the city. Size of store, 27x100 feet. Steam heat and artesian water. For further particulars call on or address Peter Wurzburg, Traverse City, Mich. 380

STORE TO RENT IN CADILLAC; CENTRALLY located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

FOR SALE—I WILL SELL THE BOSTON bakery and confectionery store at Holland, Mich. If taken at once, this is a rare chance for a live man; no trades. If you mean business, call on J. VanderVeen, Kent County, East Grand Rapids, or write J. A. VanderVeen, Holland, Mich. 372

WRITE TO NO. 369, CARE MICHIGAN Tradesman, if you wish to buy a country store and farm in connection; good trade and a nice home, well and pleasantly located. 369

FOR SALE—FIRST-CLASS MEAT MARKET; good trade; good modern fixtures; ice box, two horse power motor, electric fans, cash register, horses and wagons; doing good business. Harry Holmes, Jackson, Mich. 388

FOR RENT—DOUBLE STORE, EITHER whole or half of it, 40x65; plate glass front; modern fixtures; electric lights; sewer connection; water; centrally located, with postoffice in same block. Address Box 32, Vicksburg, Mich. 336

HOTEL AND BARN TO EXCHANGE FOR merchandise; twenty-five rooms in hotel; resort region; a money-making investment. Address No. 318, care Michigan Tradesman. 318

FOR SALE—THE HASTINGS DRUG STORE at Sparta. One of the best known drug stores in Kent county; established twenty-six years; doing a prosperous business; brick building; central corner location; reasonable rent; long lease; belongs to an estate; must be sold. M. N. Ballard, Administrator, Sparta, or M. H. Walker, Houseman Building, Grand Rapids, Mich. 322

FOR SALE CHEAP—\$33,000 GENERAL stock of hardware, farm implements, wagons, buggies, cutters, harnesses, in good town and good farming country. Reason for selling, other business. Address No. 320, care Michigan Tradesman. 320

FOR SALE—GENERAL STOCK, LOCATED at good country trading point. Stock and fixtures will inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE—FLOUR AND FEED MILL— full roller process—in a splendid location. Great bargain, easy terms. Address No. 227, care Michigan Tradesman. 227

FOR SALE CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—POSITION AS REGISTERED pharmacist of eighteen years' experience. Good habits and good references. Address Henry Jacobs, Constantine, Mich. 389

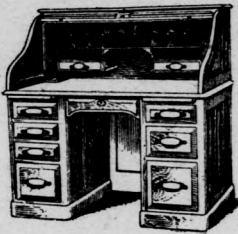
WANTED—POSITION AS SHOE CLERK, billing clerk or assistant book-keeper by young man of 18 who has good education and can produce exceptional references. Address L. A. Jaquith, 304 Jefferson Ave., Grand Rapids. 376

Knights of the Loyal Guard A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

YOUR LIFE



One-third of it is spent at your desk—if you're an office man. Why not take that one-third as comfortably as you can? First in importance is your desk; have you one with convenient appliances—have you a good one? If not you want one—one built for wear, style, convenience and business. Dozens of different patterns illustrated in catalogue No. 6—write for it.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

We issue ten catalogues of HOUSEHOLD FURNITURE—one or all to be had for the asking

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.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

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

Detroit Retail Grocers' Protective Association
President, W. M. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

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

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

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, W. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

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. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

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

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

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; Secretary, T. E. HEDDLE.

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

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

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

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.
Lv. G. Rapids, 7:10am 12:00m 4:30pm *11:50pm
Ar. Chicago, 1:30pm 5:00pm 10:50pm * 7:05am
Lv. Chicago, 7:15am 12:00m 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm * 6:20am

Milwaukee Via Ottawa Beach.
Lv. Grand Rapids, every day.....10:10pm
Ar. Milwaukee.....6:30am
Lv. Milwaukee.....10:00pm
Ar. Grand Rapids, every day.....6:55am

Traverse City and Petoskey.
Lv. Grand Rapids.....7:55am 1:45pm 5:30pm
Ar. Traverse City.....1:15pm 6:25pm 10:45pm
Ar. Petoskey.....4:10pm 9:20pm

Trains arrive from north at 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.
Lv. Grand Rapids.....7:55am 1:45pm 5:30pm
Ar. Ludington.....12:05pm 5:20pm 9:25pm
Ar. Manistee.....12:25pm 5:50pm 9:55pm

Detroit and Toledo Trains.
Lv. Grand Rapids.....7:10am 12:05pm 5:30pm
Ar. Detroit.....11:40am 4:05pm 10:05pm
Ar. Toledo.....12:35pm
Lv. Toledo.....7:20am 11:55am 4:15pm
Lv. Detroit.....8:40am 1:10pm * 5:15pm
Ar. Grand Rapids.....1:30pm 5:10pm 10:00pm

Saginaw and Bay City Trains.
Lv. Grand Rapids.....7:00am 5:20pm
Ar. Saginaw.....11:50am 10:12pm
Ar. Bay City.....12:20pm 10:45pm
Ar. from Bay City & Saginaw.....11:50am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on 1:45pm train.

*Every day. Others week days only.
May 13, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway May 27, 1900.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Petoskey, Mack.	+ 2:10pm	+ 10:15pm
Cadillac Accommodation	+ 5:25pm	+ 10:45am
Petoskey & Mackinaw City	+ 11:00pm	+ 6:00am
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.		

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Clin.	+ 7:10am	+ 9:45pm
Kalamazoo and Ft. Wayne.	+ 1:50pm	+ 2:00pm
Kalamazoo, Ft. Wayne Clin.	* 7:00pm	* 6:45am
Kalamazoo and Vicksburg.	* 11:30pm	* 9:10am
7:10am train has parlor car to Cincinnati, coach to Chicago; 1:50pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.		

Chicago Trains.

	TO CHICAGO.	FROM CHICAGO.
Lv. Grand Rapids.....	7 10am	*11 50pm
Ar. Chicago.....	2 30pm	8 45pm 7 00am
Lv. Chicago.....	7 02pm	*11 32pm
Ar. Grand Rapids.....	9 45pm	6 45am
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.		

Muskegon Trains.

	GOING WEST.	GOING EAST.
Lv. Grand Rapids.....	+7 35am	+1 35pm +5 40pm
Ar. Muskegon.....	9 00am	2 50pm 7 00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.		
Lv. Muskegon.....	+8 10am	+12 15pm +4 00pm
Ar. Grand Rapids.....	9 30am	1 30pm 5 20pm
*Except Sunday. *Daily.		

C. L. LOCKWOOD,
Gen'l Pass'r 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 30am
Ar. Manistee.....	12 05pm
Lv. Manistee.....	8 40am	3 55pm
Ar. Grand Rapids.....	2 40pm	10 00pm

50 Cents Muskegon Sunday G. R. & I.

Train leaves Union Station at 9:15 a. m. Returning, leaves Muskegon, 5:30 p. m. 50 cents round trip.

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

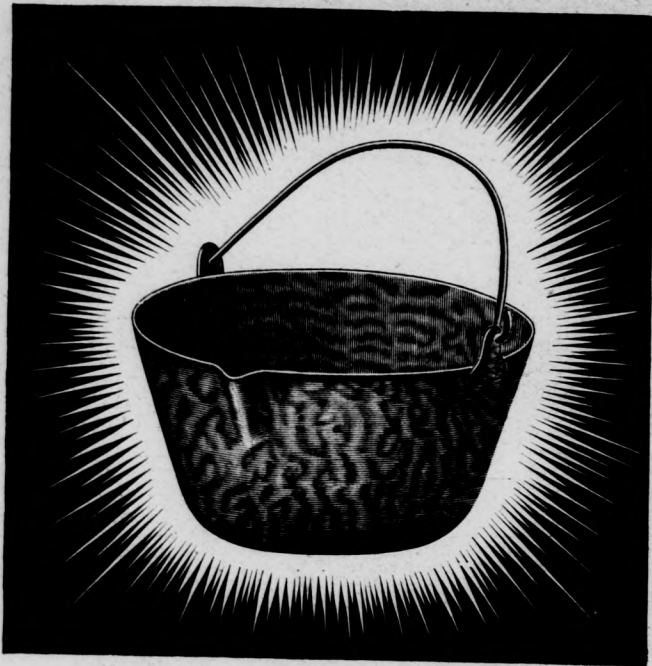
TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 X 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK
80 double pages, registers 2,880 invoices.....\$2 00

Tradesman Company
Grand Rapids, Mich.



SPECIAL

FOR THE MONTH OF JUNE

Our "New Century" assortment of Gray Flint Enameled Preserving Kettles. This assortment consists of 4 dozen Gray Enameled Preserving Kettles as follows:

- ½ dozen No. 220, 4 quarts
- 1 dozen No. 240, 5 quarts
- 1 dozen No. 260, 6 quarts
- 1 dozen No. 280, 8 quarts
- ½ dozen No. 300, 10 quarts

The quality of this ware is so-called "Run of Kiln," in other words, unselected goods, as they come from the ovens.

Price of this assortment **\$9.37**, subject to regular cash discount.

Figure this up and compare with prices you have been paying.

IMPORTERS **KINNEY & LEVAN** JOBBERS
 CLEVELAND, OHIO
 CROCKERY, GLASSWARE, LAMPS, HOUSE FURNISHING GOODS

Best Five Cent Engraved Tumbler



Made of best clear crystal glass, finely engraved. Packed in barrels of 21 dozen, 7 dozen each of the three styles illustrated, per dozen **36 cents**. Packed in boxes of 6 dozen, 2 dozen each of the three styles shown, per box, **\$2.46**. Sold only in packages as quoted. No charge for package.

H. LEONARD & SONS, Grand Rapids, Mich.



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.
 Order from Jobbers.

AMERICAN JEWELRY CO.

Manufacturers and Jobbers

JEWELRY AND NOVELTIES

Showing complete lines of Broaches, Buckles, Beauty Pins, Shirt Waist Sets, Pulley Buckles, Scarf Pins, Hat Pins, Links, Collar Buttons, Studs, Empire Back, Pompadour, Plain and Jeweled Combs, Hair Ornaments, etc.

Wholesale Only.

45 AND 46 TOWER BLOCK,

GRAND RAPIDS, MICH.

Fine Thin Blown Lead Glass Table Tumblers

Elaborately Engraved



They are packed 15 dozen to a barrel of FIVE different patterns, one dozen of each in fine white paper box. The glass is of the best quality and engravings are neat and clean. They will prove quick sellers with you.

Price **\$7.50** Per Bbl.

No extra charge for package.

The Daudt Glass & Crockery Co.,

236 Summit and 230, 232, 234 and 236 Water St.,
 Toledo, Ohio.