

MICHIGAN TRADESMAN

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Volume XVII.

GRAND RAPIDS, WEDNESDAY, JUNE 20, 1900

Number 874



Bohemian Glass Vases

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WITH RAISED PASTE GOLD
HIGHLY BURNISHED.

A Summer Seller

Useful as Well as Ornamental

Put a Package in Your Stock

Adds Materially to Your Profits

1 DOZEN in package, all large sizes, beautifully decorated with bright colorings, heavily tinted and stippled with gold \$5.50

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Royal Tiger 10c Tigerettes 5c

A Smoker's Smoke

They're sold in all of the leading hotels, clubs, cafes, cigar stands and grocery stores.

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THE BEST.**
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AGAINST THE TRUST. See quotations in Price Current.

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Is one of our leading brands of
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2. Because the Bitter or Baking Powder taste is absent in food prepared with it.
3. Because your customers will appreciate its purity and wholesomeness.
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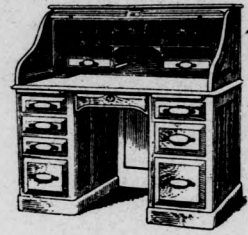
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MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JUNE 20, 1900.

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The sensation of the coffee trade is:

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KOLB & SON, Wholesale Clothing Manufacturers, Rochester, N. Y. Only strictly all wool Kersey \$5.50 Overcoat in market. See Kolb's original and improved cut frock coat, no other house has it. Meet our Michigan representative, William Connor, at Sweet's Hotel, Grand Rapids, July 7 to 14 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.

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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.

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Federation of Women's Clubs.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. The Buffalo Market.
 7. Grocers in Conference.
 8. Editorial.
 9. Editorial.
 10. Shoes and Leather.
 12. Woman's World.
 13. Babe's Disobedience and the Result. Crockery and Glassware Quotations.
 14. Clothing.
 15. Dry Goods.
 16. Hardware.
 17. Hardware Price Current.
 18. Clerks' Corner.
 19. Fruit Farm for Sale.
 20. Eggs.
 21. The Belgian Hare.
 22. The New York Market.
 23. Making Sauerkraut.
 24. The Meat Market.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Getting the People.
 32. Coin Pictures Barred.

OUR TRADE WITH THE ORIENT.

The great and increasing demand from Japan for raw cotton should serve to give the people of the United States some faint idea of the vast possibilities for trade which exist in the Orient. From not being a customer at all a few years ago, Japan now purchases more cotton than some of the important European countries, and that, too, in the face of costly transportation over many thousand miles, by rail and steamer. If Japan, with less than 50,000,000 people, is already an important customer, how much more extensive a purchaser will China be with her 400,000,000 and more people, when it is fully opened up to commerce, as that country will certainly be in a few years.

The clever Japanese prefer to make the manufacturer's profit at home, hence mainly import cotton in the raw state. It is probable that the Chinese will not only import raw cotton, but large quantities of manufactured cotton besides. Already China is no mean purchaser of American cotton; but trade with that country is only in its infancy, compared with what it will be in a few years, when the traditional exclusiveness of the Chinese has been overcome.

When China is fully opened up to Western trade, there will be an immense demand for machinery, agricultural implements, railroad iron and many other articles which this section of the United States can easily furnish. A country so vast and thickly populated as China can not be a small purchaser once the people have been aroused from their lethargy and an era of progress has been inaugurated.

It would be extremely unfortunate if these glowing trade possibilities were destroyed by the dismemberment of the Chinese Empire by the European powers. England, indeed, would probably permit unrestricted trade intercourse with that part of China which would fall to her share; but we know, by past experience, that Russia, France, and even Germany, would claim an exclusive right to trade within their re-

spective spheres of influence, a policy which would shut out American commerce.

It is, therefore, manifestly to our interest to oppose the dismemberment of China and to endeavor by every means in our power to prevent such a result. The business possibilities which would be lost to us by the parceling out of China among the powers are simply incalculable, and we would be extremely weak as a nation to permit the foreign powers a free hand in working their will in China without exhausting every possible endeavor to prevent the consummation of their plans. With China divided up by Russia, Germany, France and Great Britain, half the advantages of constructing the Nicaragua Canal would be lost, and, consequently, the vast sum which this country proposes to put into the construction of the canal would be largely wasted.

With these considerations in view, the Government at Washington should keep a most watchful eye upon the progress of events in China and not hesitate to bring every possible pressure to bear to prevent the consummation of plans for dividing up that empire.

Color is one of the various matters which must be studied by manufacturers who would cater to the foreign trade. An American firm sent some electrical goods, which were decorated green, to Japan. They did not sell any. No Japanese would bring such things into his house; it would mean an invitation to the evil deities. Green is an evil color in Japan. What a Japanese wants in the articles he buys is red. A German employer objected to American machines because, although they performed their work perfectly, they demoralized his men. They were painted in dark colors, and with no bright parts. The men who work around the machines do not have any brass to keep clean or any surfaces to rub, and they get lazy. The German workman needs to be kept busy with things of this sort. People on the Isthmus of Panama will not purchase anything with blue spots on it.

If the Chinese rise as a nation against the foreigners it will take a much larger army than the internationals now have in the East to restore the old conditions in the empire, notwithstanding the want of military spirit or equipment in China. To subdue even a mob of 400,000,000 people in a country practically without railroads or telegraph and with a vast interior which can not be reached by the naval arm of the powers would be a most stupendous job and one that would probably tax the energies of Christendom—particularly so with an acute jealousy existing among the European nations.

Merchants trying to do business in St. Louis, and peaceful people trying to live there, must face the fact in connection with the murderous car strike that the great city of the Southwest is a victim of trades union mob rule that has no regard for the rights of life and property.

THE BUILDING OF BIG SHIPS.

The building of mammoth steamships, which began not so very many years back, continues to be a most interesting development in the world's ocean transportation system. The keen competition to provide cheap freights is the direct cause of the enlargement of ships, and there is no indication that the full development of the tendency has yet been reached.

The tendency to build record-breakers in the way of speed has dwindled to some extent and the speed problem is at about a standstill; but the size of ships continues to increase steadily. For a time it was believed that the size of ships would always be limited by the enormous weight of the engines and boilers of the big vessels. Owing to the improvements in engines and machinery generally, the horse-power of a given weight of machinery has been greatly increased, so that it is possible to run immense ships with engines and boilers which absorb but a moderate amount of the ship's space.

Of course, with larger ships has come a deeper draft for such vessels, and ports, in order to maintain their commercial prestige by accommodating large tonnage, have been compelled to deepen their channels. A ship 400 feet in length was a novelty but a few years back, while ships 500 feet long and more are now becoming plentiful.

The great White Star Liner Oceanic is the most conspicuous sample of the modern mammoth steamship. That monster ship is longer than the Great Eastern and can carry passengers and cargo in numbers and amounts that are astonishing, compared with the steamship achievements of other days. Some of the new German transatlantic liners are marvels of vastness and speed, being little smaller than the Oceanic and her superior in speed.

Recent consular reports give details of other large ships just built on the other side of the Atlantic which deserve to be reckoned among the list of mammoth ships. Thus there is the Grosse Kurfuerst, of the North German Lloyd Company, which has a length of 585 feet. The new ships Minneapolis and Minnehaha, of the American Transport Company, just completed, are 630 feet long. Two more ships of the same size are building for the same company. Two new Cunard ships have just been built which are 600 feet in length.

Large as these ships are, there is no reason to suppose that they represent the culmination of the big-ship idea. These vessels have been found profitable, and can be as readily handled and operated as smaller ships and at much reduced cost proportionately; hence there is every inducement to still further develop the ideas underlying their building.

Those ports which desire to retain a high position in the shipping trade of the world will have to maintain deeper channels to their harbors than formerly. Ports which can only accommodate small vessels must soon cease to play an important part in the world's commerce.

FEDERATION OF WOMEN'S CLUBS.

Pen Picture of the Fifth Biennial Convention at Milwaukee.

While the fifty-sixth Congress at Washington, which represents the noblest and most intellectual people on this broad earth, was completing its arrangements for final adjournment—having considered the new financial bill for refunding the public debt, territorial government for the Hawaiian Islands, a code of laws for Alaska, temporary government for Puerto Rico, and in one hundred thirty-seven days receiving 12,152 bills, passing 1,215 of them, appropriating \$709,729,476 for carrying on the machinery of the United States Government and its newly acquired possessions—four thousand women were meeting in Milwaukee, representing every state, and some of the territories, in the Union, to consider some of the great problems for the bettering and uplifting of the human race present and future.

The picture presented at the Alhambra Theater on the morning of June 5 can never be effaced from the memory of those who were fortunate enough to be present. There were women dressed in Paris gowns, with diamonds fit for a queen, there were other women whose attire was severely plain, but there was no difference in the attire of their ideas: the members' words were sincere, logical and convincing and their faces bright and sparkling. The stage of the theater was set with a garden scene, made attractive with palms and flowering plants. Mrs. Lowe, the President of this great assembly, called the meeting to order. Miss Sabin offered prayer. The Mayor, Mr. Rose, welcomed the convention, followed by Mrs. Peck, Chairman of the local committee, who added words of cordial welcome from the clubs of Milwaukee, and Mrs. Neville for Wisconsin. Mrs. Decker, of Denver, responded to these kind words of greeting and after officers' reports the President delivered her address, and lo, the Fifth Biennial was in active operation. And for what purpose, do you ask? Let me go back and explain:

In 1890 Sorosis Club, of New York, celebrated its twenty-fifth anniversary by inviting the women's literary clubs of this country to visit them and organize a General Federation. Sixty-three clubs, representing eighteen states, responded and another great association, to meet once in two years, took its place among myriads of others in the United States. Its First Biennial was held at Chicago in 1892, with representatives from 100 or more clubs. Its second met at Philadelphia, its third at Louisville, its fourth at Denver, and its fifth at Milwaukee with 900 regular delegates, 197 alternates—representing 165,000 women—and a daily attendance of between three and four thousand. In its constitution its object is stated to be: "To bring into communication with one another the various clubs throughout the world, that they may compare methods of work and become mutually helpful;" and Mrs. Clymer, the first President, said in her opening address: "In this wonderful country we drink freedom in the air. We are 'for God and home and every land.' The American woman of the Nineteenth Century has set her face towards that lost Garden of Eden and she is not going to stop until she arrives at her goal, to make the kingdoms of this world become the kingdoms of our Lord and Savior Jesus Christ."

At the First Biennial the time was largely taken up with reports from in-

dividual clubs, but at Milwaukee individuality disappeared and, while still cherishing the fondness for Longfellow and Bryant, Whittier and Shakespeare, Browning and George Eliot, the all-absorbing topics were practical ones. From Maine to Florida, Washington to Texas, the District of Columbia to California, women told of village improvement, growth of sanitation, protection of trees, free kindergartens, public parks, training schools for teachers, carpetweaving in the mountains of Kentucky and Tennessee—every feature of public welfare, civic improvement, education and philanthropy has been helped. "Altruism is the only 'ism' that is left of all the 'ics' and 'isms' and 'ologies' which have made women's clubs a 'bogy' to husbands in time past;" and how can I give you a better idea of the thoughts presented than to give a quotation from some of the subjects?

President Lowe, Georgia—"Remember the Federation was organized for service, not for dominance," said Mrs. Brown, our first President. The most significant feature of the two years just past is the governing interest of the women of the Federation in the women and children who are wage-earners in America. For the future, "Only as we serve shall we deserve," for through service alone can the individual, the God in us, grow to its full stature and become perfect even as God is perfect.

Miss Margaret J. Evans, Minnesota—The child has a right for a complete full development, not only of its physical and mental nature, but its moral nature as well.

Mrs. Charles F. Flagg, Maine—Women have no more right to complain of defects in the schools than men have to complain of dishonest political government when they do not take the trouble to do their duty as citizens.

Mrs. W. H. Kistler, Denver—I believe that it will not be through men alone, nor women alone, but through their united hands, each for the other, both for all, that our school systems will eventually be brought to the highest possible degree of perfection.

Mrs. W. M. Neal, Arkansas—It has been estimated that during the first fifteen years of his life the average child spends as much time in play as in study and work. To disregard the possibilities of this part of his life, to make no attempt to build up in all ways by means of it, to suppress the play instinct or allow it to become a demoralizing force, is wasteful, even criminal. Lieutenant Kroll, of Chicago, says: "Since the establishment of the public playground juvenile arrests have decreased fully 33½ per cent. Young boys of 13 and 16 who loaf around street corners have no place to go—get into saloons, annoy passers-by or form crowds and finally are arrested. They are permitted to come in here and they give us no trouble."

Miss Annie W. Williams, Philadelphia—The Vacation School project may be presented from three points—philanthropic, educational and social. Despite the work of the Country Week Association and Fresh Air Fund many children can not leave the city during the hot summer. Time hangs heavily on their hands and the Vacation School can do a great work.

Mrs. Charles A. Perkins, Tennessee—Civil service reform is not a matter of politics alone. It concerns our moral life, our moral responsibilities. There is no way to purify our political life

except by taking from our politicians this great bribery fund of offices to give out in return for party service. To the strong and unscrupulous man it is a power for evil, to the weaker man a temptation to sin.

Mrs. Florence Kelly, N. Y.—The Consumers' League is an organization of persons who strive to do their buying in such a way as to further the welfare of those who make or distribute the articles bought.

Mrs. Corinne S. Brown, Chicago—All the states are agitating a child-labor law, fixing the age for child labor and length of the working days.

Mrs. Hamlin Garland, Chicago—Among other things Mr. Fuller based his assertion upon the ugliness of American cities, not only upon their lack of good art, but upon their examples of bad art. Compare the beauty of towns like Amiens and Chartres, Rouen and Blois, containing beautiful churches, interesting fountains, with the barrenness of American towns. What have you in your city that is essentially beautiful? The first step towards a change is the appointment of Municipal Art Commissions, which should include and express the highest and not the popular taste of your town. Let taste alone rule.

George Kriehn, Ph. D., Chicago—Municipal art is as old as art itself. The art of the Greeks, of the Middle Age, of the Italian Renaissance, was an art of cities. The aim of municipal art is to realize that dream of the artist and poet, the City Beautiful. This it does by application of art to all parts of the city—from the slum alley to the boulevard, the cottage to the palace, from the hamlet to the metropolis. First things to remove are dirty streets and smoky atmosphere, then the high unsightly billboards covered with glaring, vulgar posters. Make business signs works of art. Erect groups of statuary. Attention should be given to tree planting. Residences and grounds should be artistic and there should be clean broad streets.

Mrs. A. C. Ewing, Salt Lake City—The happier people of the rising City Beautiful will grow in love for it, in pride in it. They will be better citizens because better instructed. Woman's purpose stands in need of man's strength to form a combination working out the highest good of the people:

"Two heads in council, two beside the hearth;
Two in the tangled business of the world;
Two in the liberal offices of life;
Two plummetts dropped for one to sound the
abyss
Of science and the secrets of the mind."

Mrs. Hill P. Wilson, Kansas—The housekeepers in homes such as yours or mine are not the only people who need domestic science schools. The Domestic Science School, I believe, will solve the servant girl question. Young girls risk happiness, health and virtue in doing poorly paid work of unskilled labor where they might have comfortable homes and good wages if only they were trained.

Mrs. Esther F. Noble, Connecticut—If we are idle we assume a portion of the savings of others—some one must work the harder to make up for our idleness and worthlessness. Work is not the highest earthly good. It is the means by which the highest earthly good can be obtained.

Margaret H. Welch, of Harper's Bazar, in "Flashlights on the Press," touched briefly upon the question as to whether the press was what the public desires and told of a publisher's idea of a weekly paper, namely, to have a small paper, in which every item of news and

every topic discussed should be by men of letters, where all social news should be eliminated except such as was of a public nature, and the person element should be entirely ignored. She looked forward to the time when such a paper should be successful. There should not be a page for women any more than a page for blue-eyed people!

Mrs. E. G. McCabe, of Atlanta, Georgia, presented "The Needs of the South in Educating Colored Children."

Mrs. L. A. Coonley Ward, of Chicago, discussed "Individuality in Dress." Freedom in clothing helps spiritually. We need to dress as tastefully in private as in public. We can not be ill dressed two-thirds of the time and well dressed one-third. Color is an expression of mental condition. When we are melancholy we ought to put on our gayest clothes; when we are sad we should never wear black, the symbol of hopeless grief. The mourning garb has a disastrous spiritual effect on the wearer, the family and friends.

But I must close this brief (if I consider what I've left out) synopsis of the thoughts expressed at the Fifth Biennial. Remember such fragments as these: "Treat her as if she were your mother;" "Have an opinion and express it;" "Don't break the child's will—divert it." O the wonderful flow of wit on Authors' Night—Kate Upson Clark, of Brooklyn, Mrs. Brotherton's poem on "The Present Hour," Octave Thanet's views of "The Unappreciated, Moderate Man," the reading of "Child and Mother" by Mrs. Stetson, of California, together with many other gems of thought.

The business part of the sessions—including the discussions and action regarding the reorganization amendments, and the election of officers—was conducted as well if not better than similar organizations composed only of men. The two suggestions that should be emphasized strongly are: All men's and women's voices should receive special training and cultivation, not only for the benefits to be derived from such care in the home, but in public life so that they can make themselves heard and not be obliged to resort to screeching in order to receive recognition; and all men and women should refrain from whispering to their neighbors when some one else is speaking, or trying to speak, remembering that many whisperers make a big one that sometimes drowns the speaker's remarks.

O the royal hospitality of the citizens of Milwaukee! It will never be forgotten. The Citizens' League and women's clubs all did their part with generosity unbounded. Receptions at the Plankinton, the Athenaeum, the Deutscher Club and twelve private homes left a remembrance of beautiful homes by the lake, gorgeous and luxuriously furnished drawing rooms, profusions of flowers, music, ices served by charming young ladies and kind words by the genial hostesses. There was the ride by the lake to Downer College, where we were delightfully entertained. All these, together with innumerable other courtesies extended by our Milwaukee friends, place them forever in the storehouse of our memories; and as the many pleasant incidents are recalled one can better appreciate the joy and pleasure and profit of those that went up yearly to the feast at Jerusalem. Long may the General Federation live; and may each club woman do her part to sustain it and, if it has not yet reached perfection, do her part toward making it so.

Loraine Immen.



Royal Baking Powder

ABSOLUTELY PURE

Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Bay City—Kinney & Co. succeed M. Kinney in the hardware and paint business.

Dowagiac—The Daylight Furniture Co. has lately been established at this place.

Iron Mountain—Edward H. Eaton & Co., meat dealers, have sold out to Kullgren & Larson.

East Jordan—E. A. H. Cole has leased a building and opened a bazaar store at this place.

Tecumseh—The Conklin Coal Co. succeeds C. A. Conklin in the coal business at this place.

Fremont—Pearson & Reber will add a line of men's furnishing goods to their clothing, carpet and millinery stock.

Gaylord—Kinnee Bros. Co. is the name of the new firm which succeeds George Kinnee in the harness business.

Homer—J. H. Kingman, of Jackson, will open his new furniture store in the Anson building about the first of next month.

Hart—V. C. Wolcott has closed out his grocery stock and removed to South Haven, where he will engage in the same trade.

Plainwell—C. E. Spencer has purchased the interest of his partner, Jay Sherwood, in the meat business of Sherwood & Spencer.

Adrian—James M. Holloway has purchased the interest of Edward Robins in the grocery and meat firm of Robins, Holloway & Robins.

Petoskey—R. R. Atkins & Son have engaged in the grocery and bakery business in the store building formerly occupied by A. B. Thompson.

Cedar—S. Sarasohn & Co., of Detroit, have opened a branch dry goods and men's furnishing goods store here under the management of A. H. Sarasohn.

Sault Ste. Marie—The new Greely block is ready for the roof. One of the stores will be occupied by W. A. Rudell on July 15 with a line of drugs and sundries.

Mesick—J. A. Evitts has sold his hardware stock to Fred Cooper and Ed. Wilson, who will continue the business under the style of the Mesick Hardware Co.

Nashville—H. C. Glasner has purchased a dry goods and grocery stock at Centerville, where he will engage in the general merchandise business at that place.

Big Rapids—Geo. A. Roof, who retired from the boot and shoe business here seven years ago, and later was chief clerk in the postoffice, has re-engaged in the same line of business at his old stand.

Menominee—The Menominee Business Men's Association was organized last Wednesday evening with fifty charter members. The purposes of the Association are many, but principally to promote good legislation.

Fruitport—John H. Westover has sold his general merchandise stock to a stock company recently organized at this place, to be known as the Fruit Supply Co., consisting of F. F. Bolles, Jas. Christopher, A. Cournyer and D. J. Gilhula.

Berlin—The administrator of the estate of the late A. E. McCulloch has sold the drug stock to Raymond Carpenter, who will continue the business at the same location. Mr. Carpenter has clerked several years for Muir & Co., of Grand Rapids.

Williamston—A. C. Karr has introduced a novelty in store closing and remaining closed over Sunday which is worth noticing. He has put a time lock on his store door, which locks on Saturday night at 10:30 o'clock and does not open until 7 o'clock Monday morning.

Marshall—C. W. Casper has received an invitation from the Michigan Hardware Association to read a paper before the convention which is held in Detroit, July 11 and 12. The subject assigned to him is "Catalogue competition: what should the retail dealer do to meet it?"

Jackson—W. W. Todd has merged his business into a stock company under the style of the Central drug store, the other stockholders being D. W. H. Moreland and Frank C. Andrews, of Detroit, and Frederick J. Todd, of this place. Frederick J. Todd will have the management of the business.

Mount Morris—J. Lyman was recently arrested on complaint of the State Board of Pharmacy for being an unregistered proprietor and not having a registered person in charge of his store. He pleaded guilty to the charge, paid fine and costs amounting to \$12.50, and promised to place a registered person in charge or close the store.

Charlotte—Chas. Bennett, administrator of the estate of the late Geo. W. Foote, has sold the drug stock to Arthur F. Vickery and Frank H. Beard, who will continue the business at the same location. Mr. Vickery has been employed in the store for the past three years. Mr. Beard was formerly engaged in the drug business at Battle Creek.

Sault Ste. Marie—The new block of Alois Goetz, which has been in process of construction since last fall, is now ready for the interior finish. The building is artistic from an architectural point of view and the work thorough and substantial. The front is of white pressed brick and cut stone and the body of building of stone from the water power canal.

Otsego—The grocers of Otsego recently appealed to the Attorney General to put a stop to the peddler business. Grocers from Kalamazoo, Cooper and other places scour the country, greatly to the detriment of home dealers. The Attorney General, in answering the communication, enclosed a copy of the law relating to hawkers and peddlers and advised them to lay the matter before the prosecuting attorney.

Sault Ste. Marie—B. Blumrosen, who is one of the Soo's most successful dry goods merchants, is planning to erect a 25-foot addition to his block on Ashmun street, as well as to add another story to the whole building. The entire ground space will be occupied by Mr. Blumrosen and the second floor fitted up into offices. Work will be commenced as soon as satisfactory plans can be drawn and contracts let.

Manufacturing Matters.

Sanford—The new cheese factory has begun operations for the season.

Clare—The Herrick Full Cream Cheese Co. is turning out 400 pounds of cheese per day.

Hubbardston—Wm. Langdon and Henry Fitzpatrick, of Carson City, have opened a new cheese factory at this place.

Port Huron—Smith Bros., manufacturers of boiler machinery, have sold out to the Tunnel City Boiler Works, incorporated.

Caledonia—The Caledonia cheese factory is turning out about 500 pounds of cheese per day. Charles Webb is managing the business.

Bay City—Another new industry has begun operations in Bay City—the planing mill and box factory of Joseph F. Bindner. It has begun operations with a working force of fifty-one men, and twenty more will be needed when all the machinery has been installed.

Grand Ledge—John Butts, of Oneida, has purchased a half interest in the flouring mill business of J. L. Cupit and the firm name will be Cupit & Butts. Extensive improvements will be made in the plant, including the addition of a vibrating bolt, which will enable them to manufacture three grades of flour.

The Boys Behind the Counter.

Bay Shore—Robert Rosenberger, formerly of Ashland, Wis., has taken a position as manager of the Bay Shore Lime Co.'s store.

Petoskey—L. E. Whiteman, formerly with the Morse Dry Goods Co., of Grand Rapids, has taken charge of the dress goods department of S. Rosenthal & Son's department store and P. J. Justin, of Toledo, and George Greenshaw, of Detroit, have been employed in the clothing department.

Mackinac Island—Geo. Hoban, who has been at work in Cheboygan the past winter, is again in the employ of Doud Bros.

St. Ignace—Louis Yolamstein, of Gould City, is helping L. Winkelman in his general store here.

Albion—Loren Colton is clerking at J. B. Hartwell's grocery.

Alpena—Retail Clerks' Union, No. 75, will shortly give an excursion to Bay City.

Albion—Clarence Flinn is clerking for Richter & Wilson.

Hides, Pelts, Tallow and Wool.

The hide market remains quiet and steady. The demand is up to the supply, but no higher. Prices can be anticipated. Trade is good and offerings are freely made and readily taken.

Pelts are in good demand at low values. Offerings are light.

Tallow is quiet and lower. The demand is light, with an accumulation of soap's stock.

Wool can be said to be lower, as there is no trading. Eastern agents are soliciting consignments, but are not buying to any extent, as the Eastern markets will not warrant prices paid in Michigan. Local buyers are well stocked at a price which will leave them no margin at the present Eastern market price. Some small bunches, properly bought, are changing hands. Generally speaking, it is a waiting process, with considerable wool in growers' hands and no kick to the trade. Wm. T. Hess.

Preliminary Plans for the Jubilee.

Bay City, June 18—The officers and members of the Grocers and Butchers' Jubilee and Pure Food Exhibit are working industriously to make the affair a success. Already several valuable concessions have been disposed of, but there still remain some choice locations in the line of booths, etc. Committees have been placed in charge of these matters and are in readiness to receive calls from those who desire to make exhibits. John D. Whalen has charge of the sale of the booths in the merchants and manufacturers' building, and the same gentleman is chairman of the committee on merchants and manufacturers' parade and would like to hear from those who propose getting into line. The grocers and butchers' parade will take place on the first day of the jubilee, the procession to be headed by the queen, who will be chosen by vote. There will also be a flower parade and other attractive features.

The Grain Market.

Wheat at last has been soaring. Prices have advanced very fast—fully 10c per bushel. The trade has at last come to realize that there is a large shortage in winter wheat, as has been frequently dwelt upon in these articles. As regards spring wheat in Minnesota and North and South Dakota, there will not be half a crop, as they have had no general rains and now it is too late even if rain comes. The wheat is heading out with the stalks only six to ten inches high, and the writer has received letters from reliable sources in these States to the effect that, under the most favorable weather conditions from now on, a half crop only can be expected—probably not over 100,000,000 bushels, where a short time ago a crop of 200,000,000 bushels was looked for. It looks now as if the top of the market has not been reached. We may expect that wheat will be selling considerably higher yet. However, for the present we think it is time to call a halt, as the market can not always be going up, so a rest at present prices is in order.

Corn has not followed wheat, but has kept at about the same price as it has been. However, the trend of the market is for higher prices in the future, as the corn crop is not made yet by any means and present stock is not in over abundance.

Oats remain passive. As the outlook for a large crop is very flattering, prices will remain steady at about present quotations.

As usual, there is nothing doing in rye. Prices hold steady at about 60c per bushel for choice rye, and nothing but choice is wanted.

Receipts were as follows: 38 cars of wheat, 7 cars of corn, 5 cars of oats, 1 car of rye, 1 car of beans and 1 car of potatoes.

Mills are paying 73c for wheat.
C. G. A. Voigt.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held on Tuesday evening, June 19, President Dyk presided.

The special Committee on Berry Boxes reported that it had sent a communication to the Board of Health, asking that the circular prepared by the Association be endorsed by the Board of Health, which request has been complied with, and that 10,000 copies of the circular had been printed and placed in the hands of city grocers, calling attention to the action of the Board of Health in advising the destruction of all old boxes. The report was accepted and the Committee discharged.

The Committee on Arrangements for the annual picnic reported progress, stating that matters were being held in abeyance for the present, pending the outcome of the invitation extended the Jackson grocers to hold their annual picnic in this city. The meat dealers of the city, through their Association, have signified their willingness to change the date of their picnic to a date which will be acceptable to the Jackson grocers.

L. John Witters offered the following resolution, which was unanimously adopted:

Whereas—The hand of death has entered the household of our steadfast friend, Stephen A. Sears, and removed his beloved wife; therefore

Resolved—That we hereby extend our bereaved friend our heartfelt sympathy in the great loss he has sustained in the death of Mrs. Sears, whose memory will ever be cherished because of her good deeds and her sunny disposition and exemplary character.

On account of the next meeting coming on July 3, it was decided to hold the next meeting on Tuesday evening, July 10.

There being no further business, the meeting adjourned.

Grand Rapids Gossip

The Grocery Market.

Sugar—The raw sugar market is very firm, but quotations are still 4½¢ for 96 deg. test centrifugals. Supplies are very limited and this fact, together with the strength of the refined market, keeps the raw sugar market very firm, with a tendency to advance. Many look for an advance of 1-3¢ in the near future. The feature of the refined market is the advance of 10 points for the entire list of refined sugars, which was a great surprise to the trade in general. A large business has been done and the market is very firm and a still further advance is not unlikely. The margin between the price of raw and refined sugar is now widened to 7½¢ per pound.

Canned Goods—The canned goods market is certainly in a much better condition now than for a number of weeks past. The hotels and summer resorts are absorbing good quantities of canned goods and much of the recent gradual improvement in business is due to the opening of the resorts. Hotel men, almost without exception, are looking to one of the best summer seasons in years. That the change in the canned goods market has come to stay is evidenced by the change in the feeling of all holders of canned goods and it is thought that there will be a steady improvement in all lines of canned goods the remainder of the year. The packing of new peas is practically over in Baltimore and that it has been a very unsatisfactory season is well known to every one. Seldom does anything take place in the packing industry to mar the plans of the packers more than the outcome of the pea pack has done this year. The sugar or marrowfat peas are almost an entire failure. There will be very few of them and prices will be higher than they will be for the Early Junes. No great amount of actual business is done, buyers generally preferring to take their chances at supplying their needs from the Western pack than pay the high prices asked for Baltimore peas. The prospect is for a big pack of peas in Wisconsin. This fact is responsible largely for the present feeling in the trade that, in spite of the failure of the Baltimore pack, all will be well and that there will be enough peas to go around in the end. The tomato market is booming and prices have advanced 2½¢ per dozen. The corn market still continues quiet and shipments are, as a rule, in small lots. It may be that the strength developed in the tomato market will benefit spot corn, as they usually act in sympathy. The growing crop looks well, but it is too early yet to say much about it. The packing of strawberries will end next week. The crop has been a good one and the canned article is selling well. The consumption of pineapples promises to exceed that of last year and, taking everything into consideration, it looks as though to-day's prices will be the lowest of the season. The unexpectedly high prices for California fruits named by the Association have as yet failed to result in any business worth speaking of, where last year the first twenty-four hours after prices were named sales mounted up to a good total. The feeling seems to be that the quotations, particularly as to peaches, are too high; at least, they are higher than many had expected. There is nothing very encouraging to say about sardines. The opinion among the fish-

ermen, packers and others interested is that we have now passed out of a cycle of abundant seasons and that we shall experience two or more years of comparative scarcity. Advices continue to report a light run of salmon for this time of the year. The water in the River is said to be high, but it is quite clear, which admits of the fish, even if they run free, dodging to a considerable extent the nets, traps and wheels. The total number of cases of Columbia River salmon packed up to June 1 is estimated to be about 58,000 cases. Of this amount it is claimed that the Columbia River combine has packed 16,000 cases. Some of the packers are doing very little and have about given up trying to do any more this season.

Dried Fruits—The strength of the currant market is the most important feature of the dried fruit market this week. Prices have advanced fully 1¢ per pound, and everything tends to a still further advance. It is not likely that prices will go any lower until there is some certainty as to the harvesting of the growing crop, as the stock remaining in Greece is very small and has evidently been concentrated into a very few hands. The reports as to the serious damage to the growing crop appears to be fully confirmed, but it is hoped by some, at least, that the destruction is but partial. The rapid advance of the market for currants apparently has stimulated interest in raisins. There is more enquiry for California raisins and any fair quality goods are taken at full prices. Advices from California state that raisin matters are getting into better shape now and the prospects are that all will work together harmoniously and a great deal will be accomplished this year. Prunes are still in fair demand from the trade. Orders, however, are mostly for small quantities. Spot peaches and apricots are very dull. It is claimed that the apricot crop this year will be large, but the fruit may be rather small. Apricot growers of Alameda county, California, declare they will dry their crops rather than sell at the prices offered by the canners—\$20 to \$25 per ton. The Alameda crop, which, it was thought last month would be a failure on account of frosts, promises to be a record-breaker. It will be remembered that last year most of the apricots were taken by the canners and very few dried, but it looks now as if things would be reversed this season. Advices from Smyrna continue to report a very fair crop outlook for figs and shippers are commencing to name prices. As present quotations are considerably lower than last year, buyers are holding back, expecting still lower prices. If their expectations are realized California will have to name very low prices on figs to be able to sell. There is very little being done in evaporated apples as stocks are nearly cleaned up and what few are left are in cold storage. Prices are unchanged, but demand is light at present.

Rice—There is practically no change in the rice situation. Prices are firm and stocks are continually growing less. There is a good demand for most all grades. Stocks in the South are down to a minimum, scarcely more than sufficient for local requirements. General crop reports are unfavorable and a decrease of 25 per cent. in the crop is expected.

Tea—In tea a general improvement is noted. Business last week was better than for the past few weeks, with prospects for greater activity in the near fu-

ture and holders continue to have full confidence in the future market. The total shipments of Ceylon tea from Jan. 1 to May 16 to America amount to 2,053,598 pounds, against 876,003 pounds during the same period last year.

Molasses and Syrups—The molasses market is quiet, but prices are well-sustained. Supplies in first hands are moderate and many dealers are not offering their goods, preferring to hold off until the latter part of August, when a renewal in the demand is expected. On account of the strength of the corn market, an advance in corn syrup is likely to take place almost any day.

Nuts—The foreign almond crop this year is practically a total failure and a number of cars of California nuts have been shipped abroad. The market on filberts is strong and prices are considered very high. In some parts of California there are prospects that there will be two thirds more nuts this year than in 1899. Hard-shell nuts alternate with a light crop one year and heavy the next, and this is their heavy year. The nuts promise to be of good size and unusually good quality. There is a good demand for peanuts at unchanged prices.

The Produce Market.

Asparagus—30@35¢ per doz. bunches.
Bananas—The banana situation is considered unusually strong and the market continues active, notwithstanding the competition of deciduous fruits, which generally force banana prices down at this season. The consumption of bananas depends upon the weather largely, as a rule, but this season appears to have been an exception.

Beets—20¢ per doz. bunches.
Butter—Factory creamery is stronger than a week ago, fancy stock commanding 18¢. Dairy grades are coming in freely, fetching 13¢ for packing stock, 14¢ for choice and 15¢ for fancy. The receipts are heavy, running largely to packing stock.

Cabbage—Caro stock commands 90¢ per crate. Mississippi stock fetches \$2.75 per crate.

Cauliflower—\$1.25 per doz. heads.
Celery—New crop is beginning to come in and finds ready sale at 20¢ per bunch. This is medium size, but the quality is fine.

Cherries—Sweet command \$1.40 per 16 qt. crate. Sour fetch \$1 for same quantity. Early Richmond command \$2 per bu. The crop is short, but the quality of the receipts thus far is fine.

Cocoanuts—\$3 per sack of 100.
Cucumbers—35@40¢ per doz. for home grown.

Currants—\$1 per 16 qt. crate for red. The crop is large and the price is likely to go lower in the course of a few days.

Eggs—The market is completely cleaned up and dealers meet some difficulty in securing supplies sufficient to meet their requirements. The price is steady at 11¢ for candled stock and the loss ranges from ½ dozen to a dozen per case.

Gooseberries—\$1 per 16 qt. crate.
Green Peas—75¢ per bu.

Green Stuff—Lettuce, 50@60¢ per bu. for outdoor stock. Onions, 10¢ per doz. for evergreen and 12¢ for silver skin. Parsley, 30¢ per doz. Pieplant, 50@60¢ for 50 lb. box. Radishes, 10¢ per doz. for long, 8¢ for round and 12¢ per doz. for China Rose. Spinach, 35¢ 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@15¢. Amber is in demand at 10¢, while dark is held at 9¢.

Lemons—The lemon market is heavily overloaded and prices show a decline of about 25¢ per box. There has been but very little lemon weather so far in June, which has somewhat curtailed demand. There is, however, a fairly good business done for this time of year and

with the advent of warmer weather, the demand is expected to greatly improve and prices will probably go higher.

Maple Sugar—8¢ for imitation and 9¢ @10¢ for genuine.

Maple Syrup—Selling at 80@90¢ per gal., as to quantity and quality.

Pineapples—Floridas fetch \$2.25 @2.50 per doz.

Plants—Cabbage, sweet potato and tomato, 75¢ per box of 200.

Potatoes—65¢ for new and 45¢ for old.

Poultry—The market is stronger and slightly higher on broilers and young stock. For live poultry local dealers pay as follows: Broilers weighing 1½ to 2 lbs. command 18@20¢ per lb. Squabs, \$1.75 @2 per doz. Pigeons, 50¢. Chickens, 7½@8¢. Fowls, 6@7¢. Ducks, 8¢ for old and 12½¢ for spring. Turkeys, 10¢ for hens and 9¢ for gobblers. For dressed poultry: Chickens command 10¢. Fowls fetch 9¢. Ducks are taken at 10¢. Turkeys are in fair demand at 11¢ for No. 2 and 12¢ for No. 1.

Strawberries—The receipts are enormous, but the demand is fully equal to the supply, being the heaviest ever known at this market. Prices range from 75¢ @ \$1 per 16 qt. crate, with no prospect of a lower range of values. The berries run very large as to size and are fine lookers, but are deficient in saccharine matter, owing to the cold weather which has prevailed for several weeks and the lack of sunshine.

String Beans—\$1 per bu.

Tomatoes—Mississippi stock commands \$1.25 for 4 basket crate.

Turnips—75¢ per bu.

Wax Beans—\$1 per bu.

Death of Mrs. Sears.

The announcement on Monday morning that Mrs. Stephen A. Sears had passed away during the preceding night was a severe shock to the community. While she had been ill since the first of June, the illness was not considered dangerous until a few days before her death.

Mrs. Sears was born in Romeo, January 10, 1867. She went to Elk Rapids in early childhood, with her parents, where she resided until grown to womanhood. In 1891, she came to Grand Rapids and was married to Mr. Sears November 11, 1893. A bright little boy, nearly 5 years old, is left to mourn the loss of a mother's love.

Mrs. Sears had a beautiful home and was surrounded with the comforts of life as well as delightful environment of love and friendship. She was gifted with a happy, sunny disposition which had gained for her the many friends who mourn her loss. Mrs. Sears early joined the Methodist church, but joined the Park Congregational church after removing to this city, and was prominent in the charitable and religious work of the organization, giving her time in unstinted measure to the work thus voluntarily assumed.

The funeral was held at the family residence Tuesday afternoon.

The Belknap Wagon Co. has just completed a novel camping wagon for R. M. Morse, of Ganges. The wagon is fitted with springs, which makes it as easy riding as a carriage. The box is extra wide, covered with canvas and fitted with wide seats, which can be utilized as bunks if necessary. Drawers for the reception of food and supplies are numerous, giving the vehicle the appearance of a traveling peddling wagon.

E. E. Godfrey has engaged in the grocery business at Mesick. The Mus-selman Grocer Co. furnished the stock.

Sidney F. Stevens (Foster, Stevens & Co.) and wife are spending a month at the Oakland, St. Clair.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Offerings are quite liberal and demand is rather slack. Market is easier for all varieties except pea, which are held firm. Marrows, good to fancy, \$2.10@2.25; medium, \$2@2.20; pea, \$2.10@2.25; white kidney, \$2.20@2.30; yellow eye, \$2@2.25; red kidney, \$1.75@2.25 per bushel.

Butter—Although sellers were forced to accept about 1c less than a week ago, there was no pressure to sell at the decline, in fact, quite a number of receivers refused less than 20c at the close last week for extra creamery. Both State and Western dairies are still scarce and with a good demand our prices are easily obtained. Very little low grade butter coming in; active enquiry. Outlook seems to favor the seller. Creamery extra, 19@19½c; firsts, 18@18½c; choice, 17@18c; fair to good, 16½@17c; dairy, choice to extra, 17½@18½c; fair to good, 16@17c; poor to common, all kinds, 13@15c per lb.

Cheese—Fair trade for small full cream grass or partly grass, but common to fair fodder and skims are dull with prices almost to low too quote. Full cream fancy small, 10c; good to choice, 8½@9½c; common to fair, 4@6c.

Eggs—Market is strong under light receipts and a fairly good demand for strictly fresh. Although 13c has been top for the finest stock thus far, an advance is expected this week. Warm weather is having considerable effect on Western shipments and closer candling is necessary to bring quality up to present demands. Strictly fresh candled, 13c; Western, 12½c; good to choice, 11@12c; seconds, 9@10c.

Poultry—Receipts were quite liberal during the latter part of last week, but all good stock sold readily. A few barrels of choice old stock came in too late for Saturday's early trade and sold at a shading. On the whole, the market is in good shape, particularly for springers. Fowl, fancy, sold at 10c; good to choice, 9@9½c; fair, 8@8½c; old roosters, 7@8c; broilers, 17@18c for choice to fancy; turkeys dull at 10@12c; no young ducks offered.

Live Poultry—Although there was a good demand for old hens the supply was about sufficient to go around, while broilers were scarce and sold well up to last of week. Early in the week is the best time to ship live stock as receipts can be held over if necessary for a day or two, but at the close of the week buyers have about filled their wants and prices must be shaded to move anything except exceptionally fancy coops. The few turkeys in market this week sold slow at from 7@10c; fowl, fancy, 10@10½c; fair to good, 9@10c; broilers, 20@22c, with a few extra at 25c. No ducks in market.

Strawberries—Supply was light last week from all sections and with an active demand higher prices were paid, extra fancy selling at 12c, fancy 10c and good to choice 8@9c per quart. To-day the supply was heavy, but trade was again active and with quality generally desirable about everything was cleaned up at strong prices for fancy, while soft stuff sold down to 5@6c and fairly good at 7@8c per quart.

Oranges—Quiet; stock is of only fair proportions and quality as a rule only good at the best. California naves, \$3.25@4; seedlings, \$3@3.25 per box.

Lemons—Light trade. Extra fancy, \$5@5.50; choice to fancy, 3.50@4.50 per box.

Pineapples—Although there was another heavy supply it was soon cleaned up and the market is stronger on fancy large. Fancy cases, \$3.75@4; choice, \$3@3.25. Bulk lots, fancy \$13@15; No. 1, \$11@12; No. 2, \$9@10; No. 3, \$6@8 per 100.

Bananas—Steady. Fancy, \$2.25@2.50; No. 1, \$1.75@2; No. 2, 75c@81c per bunch.

California Fruit—Is in good supply and only fair demand. Cherries sold at \$1.50@2 per case, when fancy. Apricots, \$1.25@2. Peaches, \$1.25@1.75.

Cherries—Fancy sold at 8@10c per quart.

Peaches—A few Georgia in market, but not of good quality. Choice sold at \$1.75@2 per carrier.

Currants—A few crates of red sold at 8c per quart, the first of the season.

Muskmelons—Florida crates are in market and selling well at \$2.50@3 per crate, according to quality.

Watermelons—A few were sent to test the market and brought 65@75c each for medium size.

Cocoanuts—Active and firm at \$2.75@3 per 100.

Gooseberries—Offered at 5@8c per quart.

Potatoes—Old potatoes are practically out of the market. There are any number of carloads on which no bids can be obtained. Fancy white are selling from store at 30@35c in a small way and there is some good to choice stock offered down to 20@25c. New potatoes are coming in liberally and selling down as low as 60@70c per bushel in sacks for good to choice. The best barrels are offered at \$2.25@2.50; common to fair stuff sells at \$1@1.50 per bbl., and there is a heavy stock unsold.

Onions—Receipts light but there is sufficient to meet the demand and prices are only steady on good dry stock, Southern selling at \$2.75@3 per barrel; Bermuda dull; \$1.30@1.40 asked; Egyptian, per sack, 2.50@2.75. Garlic sold at 7c per lb.

Asparagus—Fancy large sold quickly at \$1.75@2 per doz. About all of the offerings are seedy or otherwise poor and hard to sell at any fair price.

Cabbage—Lower and in good supply. Stale stock is neglected and fancy green brings only \$1.25@1.50 per large crate; pony crates, 75c@\$1.

Cucumbers—Supply light the past few days from Southern points and nearby green sold to better advantage, some fancy lots bringing 45@50c; fair to good, 25@35c per doz; Southern, in barrels, sold all the way from \$1.50@2.75 per bbl.

Cauliflower—Heavy receipts; lower. Fancy large, \$1.50; small and medium, 50c@\$1.25 per doz.

Tomatoes—Mississippi flats are offered in fairly liberal quantities at \$1.25@1.50 and Florida are weak at \$2@3 per carrier.

Peas—Home grown are plenty and cheap. Best sales, 75c@\$1 for bag of 1½ bushels.

String Beans—Fair supply; fancy yellow or green, 75c@\$1 per bu. box or hamper.

Popcorn—Quoted at 2¼@2½c per lb. Maple Syrup and Sugar—Dull. Syrup, 65@70c per gal. for fancy. Sugar, 7@9c per lb.

Honey—Dull and easy. No. 1 white, 15@16c; No. 2, 12@14c per lb. Squash—Marrow, per large crate, \$2.50@3.

Hay—Good demand; firmer. Loose baled Timothy prime, \$17; tight baled, \$16@16.50; No. 1, \$15@15.50 per ton on track.

Straw—Scarce and strong; active enquiry. Wheat and oat on track, \$8.50@9 per ton.

Rich Fruit Growers.

The New York correspondent of the Chicago Tribune recently sent out the following:

In a short time a colony of fifty rich English bachelors will settle at St. James, L. I. They will build a model clubhouse at great cost and teach the farmers of Long Island how to cultivate fruit and garden produce on scientific principles. The colony is open to bachelors only. It is a pet scheme of Joseph C. W. Willis, of Phillimore Gardens, Kensington, London. Willis is a rich sheep owner of Australia. Associated with him is Enderby Dunsford, of Torquay, Devonshire.

These men recently paid \$75,000 for 1,000 acres of land at St. James. They will arrive in New York next month to perfect details of building. Cottages will be erected at once, fitted with modern conveniences. Active farming will begin in the fall.

The colony will be similar to the Rugby settlement in Tennessee. The

land, which was chosen on account of its proximity to New York, will be improved from time to time. All earnings will go toward this end.

Mr. Dunsford is author of a standard work on scientific farming. Among the young English members of the colony are two sons of the late Sir Richard Creasey, author of the "Twelve Decisive Battles of the World."

A Difficult Feat.

The Giant—What has become of the strong man that could lift a horse?
The Midget—I don't know. The last time I saw him he was trying to raise a dollar.

Lambert's New Process Salted Peanuts



Made from choice, hand picked, Spanish Peanuts. Thoroughly cooked. They are delicious. Keep fresh. No rancid animal fats used. Put up in attractive ten pound boxes, a measuring glass in each box. A nice package to sell from. One hundred per cent. profit for the retailer. Ask your wholesaler for them. If he does not keep them, send us his address. Will send you samples if you desire. No better selling article, and none on which you can make as much profit as our Salted Peanuts. Manufactured by the

Lambert Nut Food Co.,

Battle Creek, Mich.

Wheat Meat

A delicious, crisp and pleasant health food.

If your jobber does not handle order sample case of
KALAMAZOO PURE FOOD CO., Kalamazoo, Mich.

Golden Nectar

Absolutely the finest flavor of any Food Coffee on the market

Refer to

If your jobber does not handle order sample case of
KALAMAZOO PURE FOOD CO., Kalamazoo, Mich.

MACKAY & WILLIAMS,

Dealers in

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.

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.

GROCCERS IN CONFERENCE.

Meeting of the Executive Committee of the State Organization.

A meeting of the Executive Committee of the Michigan Retail Grocers' Association was held at the office of the Michigan Tradesman on Wednesday, June 13, Chairman Bates presiding.

Secretary Stowe presented a report of the financial condition of the Association, showing a comfortable balance on the right side of the ledger.

The first matter taken under advisement was a series of communications from a certain town in Southern Michigan, which is undertaking to solve the problem of meeting the competition of a grocery cutter. The matter was discussed at considerable length, resulting in the adoption of a definite line of action, which will be carried out in the name of the Association.

Under the head of legislative work, it was decided to undertake to secure the enactment of a township peddling law in the Lower Peninsula, to supersede the present very unsatisfactory and seldom-enforced State law. It was also decided to throw the influence of the Association toward the enactment of an equitable exemption law, providing the campaign is conducted without the creation of a corruption fund in the shape of contributions from merchants.

Under the head of cheaper insurance rates, several suggestions were made by the different members of the Committee present, and it was finally decided to refer the matter to Chairman Bates, who will correspond with several companies with whose officers he is on familiar terms, with a view to ascertaining whether the plan proposed by the Committee is practicable.

The subject of co-operative buying was discussed at considerable length, resulting in the conclusion that it would not be well to take decisive action on the subject until more definite information is at the command of the Committee. It was decided that the other members should collect such detailed information in regard to the matter as they could obtain and refer same to Mr. Little for collaboration.

One of the members of the Committee suggested extension of the scope of the organization to include other dealers as well as grocers. This matter was discussed at some length, resulting in the conclusion that it would be best to leave the membership plan as it is for the present.

Several other matters of vital interest to the trade were discussed at length

and were referred to different members of the Committee for further investigation and report.

Mercantile Rating Which Is Palpably Wrong.

The Tradesman feels called upon this week to warn its readers to use due caution in dealing with E. P. Williams, the produce and commission merchant of Albany, N. Y. Mr. Williams is rated as worth \$35,000 to \$50,000 and as having good credit, by R. G. Dun & Co.; and while he may be worth all he is reported to be by the mercantile agency, he is not entitled to the credit accorded him by Dun & Co. Three valued patrons of the Tradesman have had unpleasant dealings with him, and two at least have been unable to obtain full restitution.

In one case, the shipper paid a visit to Albany and presented his claim in person, after having made numerous endeavors to get a response from Mr. Williams, without result. The claim was paid without parley.

In another case the shipper was paid less for his consignment of produce than the traveling representative of Mr. Williams agreed he should receive, and there was also a further deduction for alleged shortage. Mr. Williams paid no attention to the shipper's letters, but when the account was placed in the hands of Dun & Co. he paid the difference between the agreed price and the price stated in his returns, but refused to make good the deduction for alleged shortage.

In the third case the shipper has been unable to get any reply whatever, although frequent efforts have been made to secure an adjustment by mail.

One of the three cases was referred to the Tradesman, with the request that the matter be pressed to an issue, but Mr. Williams paid no attention to the enquiries of the Tradesman, utterly ignoring courteous appeals to him as a business man and a gentleman. The Tradesman therefore feels called upon to warn the trade to exercise great caution in dealing with him, because it believes that he is not disposed to treat his shippers fairly and honorably.

Problem of the Small Town.

Even a casual observer, traveling over the country, East or West, would be impressed, with the lack of vitality which characterizes so many of our small towns. While some of them give one the impression of a quiet, healthy and vigorous life, many others bear the marks of stagnation. Sidewalks are defective, gates hang on ropes, slovenly boys loiter around street corners, and

the whole presents a down-at-the-heels appearance. To be sure, in every town, no matter how dull, one can find people who are wide-awake, even highly cultured; but these believe themselves so greatly in the minority that they lose heart and give up in despair. A feeling of pessimism seems to bear them down like a cold, wet blanket. This feeling is frequently due to previous failure of plans which they had hoped to carry out, with the view of infusing new life into their respective communities. In many instances, the enthusiasm of these leaders was not dampened until repeated failures demonstrated to their satisfaction the utter futility of additional efforts. A widespread feeling of pessimism is the result. In this pessimism we may discover one of the most discouraging features of the problem of the small town.

Perhaps there is no single factor which has contributed more to bring about this apparently hopeless situation than the lack of co-operation among the various intellectual and religious organizations in the town. Every town of considerable size presents a variety of organizations, the constituencies of each perhaps crossing and recrossing one another in the most complex manner. What town has not its woman's club! And an impartial estimate of the work of these women would place their accomplishments very high. In many towns the woman's club presents practically all the real and vital intellectual and moral force which exists in the community. Then there are history and science clubs; musical societies and philosophic circles; the busy bodies and do-nothings; the golden gossips, and—the ordinary gossips! The citizens of small towns are often too ambitious with respect to the number of organizations to be maintained by them. The woman's club, too, is often modeled after the highly differentiated departmental clubs of larger cities, usually with a corresponding sacrifice in its efficiency. But the fact at which the writer has been aiming is that not only do these various organizations—clubs and circles, schools and churches—not always co-operate, but they frequently work at cross purposes.

Could Sympathize.

"This climate doesn't agree with me very well," remarked the passenger with the cough.

"Well, to tell the truth," responded the chance acquaintance in the next seat, "there are times when it disagrees with me, too, in the most provoking and ridiculous manner. I'm the man who makes the official weather predictions."

A Valuable Lesson.

"And what does the story of the prodigal son teach us?" asked the teacher. "It teaches us how to get the fatted calf," was the prompt reply of the bad boy at the foot of the class.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 20, 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 13, 1900, and saw the edition mailed in the usual manner. And further dependent saith not.

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

Notary Public in and for Kent County, Mich.

GENERAL TRADE REVIEW.

While the eyes of the country are turned toward Philadelphia they are more or less distracted from business. There is nothing in the political situation there which in any way can have adverse effect—it is simply that when the public mind is occupied by a presidential convention other matters are apt to be crowded out.

The long period of dulness in Wall Street trade culminated last week in a degree of stagnation exceeding any since the depths of the financial depression. Of course it was expected that this condition would continue through the convention week, but it is the unexpected that happens, and this week starts in with a degree of activity exceeding any for many weeks past. To be sure there is no material advance in most lines, much of the activity on account of liquidation operating to further declines, although on the whole there is a feeling of confidence in the soundness of the situation. Much of the activity is doubtless an effect of the Chinese complications—the general feeling of uncertainty tending to bring a "slow down." The principal bear activity seems to be directed against railway stocks. Not that there is anything in the situation to warrant it, but there is much talk of shrinkage in earnings to take place in the future, and the usual fear of the presidential depression.

An indication that business is not falling off in quantities as much as many suppose is seen in the report of furnaces in blast by the "Iron Age," making the weekly output 296,376 tons, only 1,638 tons smaller than on February 1, when the output was greatest. This is the more remarkable because the increase of unsold stocks to 339,480 tons was large enough to manifest a great deal of faith on the part of manufacturers that the demand for finished products would not long be restricted. The

reduction of \$7 a ton by the structural combination brings its output more nearly into harmony with that of the Steel and Wire Company since its reduction of \$20 a ton for the latter had in fact demanded exceptionally great advances. The Tin Plate Company does not yet yield, and the rail manufacturers, having their output virtually sold for the rest of the year, may not until midwinter. But in all other lines the iron works are adjusting prices rapidly to the necessity of encouraging a full demand for finished products.

The tendency to a lower basis in the textile trades is also in evidence, although there is apparent reluctance to actually change quotations. What is politely called "irregularity" in prices, of which much has appeared of late, means that a great proportion of the goods of substantially the same grades or qualities is being sold at lower prices than those still obtained for the most favored staples, of which scarcely any producing capacity remains that can be sold. No further yielding appears in prices of wool since the first week in June, and speculation has again advanced cotton a shade. But in hides a rather more wholesome readjustment is seen. With some reduction in the cost of imported hides at the seaboard, there has been steady reduction at Chicago, abundance of supply proving more potent than any combinations of holders, so that the fall since January 3 has been nearly, although not quite, 20 per cent. Thus far the reductions made in boots and shoes of all classes have not gone beyond 3 per cent. Further reductions reported last week, it is hoped by some makers, may induce larger business, but many seem determined to fight as long as possible for the higher prices.

The sympathy of the trade will go out to Stephen A. Sears in the loss he has sustained in the death of his wife, which occurred Sunday night. Although the deceased had been a resident of the city only about nine years, she was surrounded by hosts of friends who were charmed by her personality and the quiet and unobtrusive manner in which she discharged the duties devolving upon her.

These proverbial June weddings make many girls temporarily happy and many others temporarily despondent. But there'll come another June!

Fashion is getting down fine when a swell girl wants postage stamps to match her complexion and tells the stamp clerk what color she prefers.

When the Chinese, fighting among themselves, have broken up China, other powers of the world expect to pick up some of the pieces.

Missouri feels the effects at St. Louis of having a governor so small that he rattles around in his office instead of filling the position.

The Chinese need not come to this country looking for trouble. They can stay at home and have trouble with themselves.

The ruling passion is strong in death, and the dying man fears being ruled out of the place his life has been against gaining.

A man who owns no property is doing a safe business when he gets commissions for going on appearance bonds at court.

IN THE WORLD'S FINANCES.

England has been looking over the business account of the United States and Germany has been looking over her shoulder. In nine months they find that the American exports amount to \$1,053,820,680. They find that 30 per cent. of it was manufactures, which is an increase of 4 per cent. of what it was for the same months of the year before. For March alone manufactured exports from this country amounted to \$44,767,190 more than the total for any preceding month in the history of the country and for that same month the exported manufactures were double the amount for the same time four years ago—mark that.

If these manufactures were only in some line where the readers were not hit they might be a trifle envious and let it go, but they are exactly the goods which the same countries can best make. What England can not make out of iron and steel nobody can make and it is a regular hairlifter for her to see that we shipped \$49,925,199 worth of goods out of the country during nine months ending in March, 1898, and in 1900 \$86,912,155. How the shivers raced up and down the English spinal column at the rise in copper exports from \$23,040,000 to \$40,598,399; at the increase in cotton manufacture from \$13,230,467 in 1898 to \$18,587,434 in 1900; at the difference in our favor for two years of \$5,799,247 in farming tools and at a gain in leather for the same period of \$5,412,432! And then, to put the button on, that same account states that while from \$661,976,710 in 1893 our exports to Europe increased to \$936,602,093 in 1899, during those same six years we sent goods to Asia at the following rate: In 1893, \$27,421,000; 1899, 78,235,000, an increase of \$50,814,000.

That was what did the business for Germany. She went straight home and into a fit, and the notorious Black Friday in commercial circles has been supplanted by Black Week, a term to be associated hereafter with the Berlin Bourse. Twenty years have not seen a week like that. The most substantial iron shares fell twenty-five points and the coal shares followed them. In the midst of these panicky conditions came the rumor that the American iron market was glutted by overproduction and the mills were closing, all of which meant to the excited German mind that the American surplus was to be poured upon the German market, a fear which has been shadowing the soul of Germany a good deal longer than she is willing to admit.

German self-satisfaction has been whistling for a long time to keep its courage up and has insisted that there are limits for this American aggressiveness. It can not compete with Germany in dyeing, she will never equal her in manufacturing wool and in respect to iron there need be no fear. With that written down as a fact, the report comes with a jar that a Westphalian firm has bought 12,000 tons of American open hearth from a London house and that American foundry iron has been offered in Berlin for \$3.56½; the supremacy of the German dye-stuff has been pronounced a myth and the best American tailors are talking no longer about the superiority of the German woolsens.

We have been reading a good deal lately about the meat bill and things of that sort and of the need of retaliation to bring the German agrarian to his senses; but the agrarian is not the only one disturbed. Western Germany has a

band of manufacturers organized for fighting American enterprise in iron and steel goods, and the prospects are promising for the formation of a rolling mill syndicate to include all Germany because of the weakening of the Silesian iron market due to the news from the United States. The Tradesman has already noted the lack of coal and this, with the decline in iron shares, has heavily affected other securities. Take it all in all, there is gloom in the Vaterland and the country has taken her place beside England in the financial management of the world.

Human nature is the same in a farmer that it is in anyone else, with, perhaps, a little more of the real human nature and less of the artificial. On that account the farmer will always trade with those who trouble themselves the most to help him in the disposition of his own agricultural products. The city which, by the various business ways of the present time, goes down to the farm and helps prepare the conditions by which that farm will yield better profits is the city which will win that section's favor. That is why some regions have attached themselves to a totally alien city. Discerning business men have long since learned that the best way to win the good will of the farmer is to lock hands with him and help him in the problem of developing his affairs.

If anyone has any doubt as to the exact meaning and ultimate outcome of trades unionism, he has but to study the events of the past six weeks at St. Louis, where seventeen persons have been killed and over 200 persons assaulted and injured by the red-handed murderers who masquerade under the guise of labor leaders.

"Recognition of the union" means the exaltation of the walking delegate to the rank of a tyrant and the debasement of the member who pays the dues to the position of a cringing slave.

A general gossip soon comes to believe what he says and he only lasts until a better liar comes along.

You can not judge of the mental attainments of a young lady by the quality of her graduating gown.

Cherries to be preserved are to be pitied. If they are not, those who eat them are more to be pitied.

A woman most anxious to shine at watering-place balls has been under a cloud at home.

Each succeeding summer is as beautiful as the one before it, and so is the summer girl.

The honest girl who mashes potatoes in the kitchen is not much troubled by mash letters.

The man who gets married is looked upon by the bride as the best man at a wedding.

The man who follows the races for a living is apt to have a sheriff following him.

White hair goes well with a bald head. It makes a becoming trimming.

The man who is somebody else ought to be glad when he is himself again.

The man who offers to bet on all occasions uses the fool's argument.

THAT GERMAN AGRARIAN.

One is led to believe on reading the German side of the meat question that, if the German patience should become exhausted so far as to cease being a virtue and a hostile tariff should be placed upon American meats, the financial fate of this country is sealed. Chaos would immediately follow the act and the Western World would sink into the sea from which the genius of Columbus lifted it. The facts in the case are these: The threatened tariff would shut out of Germany the food products she must have or starve to death. What America gets from Germany are articles which she "just as lief" have if they do not cost too much. If it should be a question of need and the German supply should be cut off, the home production of the same articles would begin and that would be the end of it. This the German agrarian does not see. Because the American for a change sends to Germany for an occasional sip of wine, that agrarian has made up his mind that the fruit of the German vintage has become to the American what lager is to the German and if we may trust to the statement of a certain German newspaper the German government has been called upon "to show its teeth to the Americans" and so frighten them from entering upon a tariff war.

While the figure may be apt enough from the German standpoint, the American naturalist does not so consider it. The carnivora from man down does not show its teeth to the hand that feeds it. Even a beast, fat as the average German, would not exhibit its canines to one furnishing its favorite daily food; and yet the brainiest nation on the face of the earth is pictured by one of its race as a dog snarling at the hand offering the meat-covered bone it covets. The merest self-interest ought to suggest to both dog and nation that a cessation of commercial intercourse would hurt Germany twice as much as it does this country, for the simple fact that while we are not importing from Germany anything we can not do well without—a luxury is never a necessity—she needs what she imports from us to keep body and soul together.

Suppose that the showing of the German teeth accomplishes its purpose and the tariff war begins. No more wine comes from the German ports to the United States. The California wine grower would read the declaration with composure. At last his countrymen will find out, what he has long tried to make them believe, that there is not a better wine made in the whole of that vine-bearing country than his own vineyards produce; that his wine, the better article if the truth be known, will be appreciated at last, and now that opposition has ceased in that quarter the price might as well be advanced. That would be the result on this side of the Atlantic. The tariff would affect a few—mostly Germans—while the American masses wouldn't be at all disturbed. On the other hand suppose we stop sending coal to the Fatherland. American wheat finds a more profitable market elsewhere. Sausage is shut off from the German breakfast table or comes there at an advanced price. Meat in any form no longer reaches the German ports from these shores, not an apple, dried or undried, is sent there and American cheese, filled or unfilled, seeks a more appreciative market. That for one side to balance the other which a little wine is to offset, and fancy a nation of hungry Germans showing their teeth to

America for giving them something to eat!

Representative Bailey, of Kansas, has introduced in the House a bill which will probably bring the German consumer of American products to his senses. It reads:

Whenever the President of the United States shall be informed that the government of the German empire has passed a law imposing prohibitory duties on American meat products which may be imported into that country from the United States he shall issue a proclamation fixing a time when all articles produced or manufactured in the German empire, when entered for consumption at the ports of the United States, shall pay a duty of 10 per cent. in excess of the duties imposed thereon prior to the passage of this act; and all such products and manufactures, when so entered for consumption, after said time fixed by the President, shall pay such increased duties.

If there is to be a showing of German teeth to the Americans there should be a good display and a good reason for it. This the bill furnishes.

The manufacturers of funeral wreaths in Paris have drawn up a petition which will be presented to the chamber whereby they object to an attempt on the part of the church authorities to render unpopular floral displays at funerals. For some time there has been a campaign carried on by certain of the Parisian clergy deprecating the money spent on outward show at funerals. They have made no secret of the fact that their chief objection to the extravagance is the fact that it lessens the number of masses ordered by the relatives of deceased persons. What the petition of the wreath manufacturers actually asks is to make the saying of masses a punishable offense in order to protect their own interests. The petition ascribes the movement "which is intended to deprive them of the means of making an honest livelihood" to the Jesuits, and then continues by criticising the archbishop of Paris, "a state-paid functionary," who has dared to use his influence for the suppression "of the ancient and touching custom of offering flowers and funeral wreaths in homage to the dead." Finally the signers of the petition implore the intervention of the chamber on the grounds that the clergy are trying to obtain money by false pretenses when they advise that sums spent on wreaths should be devoted to masses. "Masses have no efficacy," concludes the document, "and those who pay for them are deluded by persons who assume imaginary powers and credit with a view of creating the belief that they can bring about chimerical events"—acts, which the petitioners point out, are prohibited and punished by the criminal code. The comic papers have taken sides in the matter and lampoon the wreath manufacturers as well as those of the clergy who have identified themselves with the matter.

The effects of the short oats and hay crop in the southern part of Sweden last year are now being felt. From all sides are heard the complaints of the farmers. The scarcity of forage is very trying, and he is lucky who has enough of any sort of straw or roots to keep his stock until next harvest.

There is no time like fly time. When there is comparatively nothing to do, the fly keeps man and beast busy.

A man prone to evil may be old enough to know better or he may be old enough to pass for an old fool.

TWENTY YEARS AGO.

Since the concluding year of the century began the temptation has often been indulged in to compare the present condition of the United States with what it was a hundred years ago and to make some rather boastful statements in regard to a people who have been able to accomplish so much during a hundred years. As an offset to this it may be a relief to consider only a fifth of that period and by comparing a few of the lines of industry be able to get a fair idea from these few of the many industries which radiate from them.

The recent and unexpected failure of the European coal fields and the consequent orders for American coal naturally call attention to that business first. Statistics show that in 1880, 41,000,000 tons of bituminous coal was mined in the United States. The amount mined last year was 198,000,000 tons, and this was before the European call for coal began. With that for a leading statement we are ready to read that in 1879 the production of pig iron was less than 3,000,000 tons and that last year it was 14,000,000 tons. Remembering here the generally admitted statement that as iron and steel thrive so thrive the other business interests of the country, it is easy to see the relation existing between the first four-fifths of the Nineteenth Century and the last.

Early in the century John Slater built at Pawtucket, R. I., the first cotton factory in America. That it filled a want was evident from its immediate and continued prosperity. Rhode Island soon became dotted with cotton factories and throughout New England wherever there was a waterfall large enough a mill wheel turned it to practical account. Steam made the waterfall unnecessary and the manufacture of cotton extended all over the country, so that twenty years ago there were in the United States something like 11,000,000 cotton spindles at work. From the date of the first cotton mill in 1795 until 1880 a period of eighty-five years was needed to establish that number, by no means insignificant, but as an offset to this we have the statement that during the next twenty years the increase of cotton spindles was 7,000,000, a good account for that branch of national industry.

There is the same story to tell of the material which these spindles spin. When its cultivation on the Western continent began no one can tell. There is a story afloat that the natives of Yucatan gave Cortes cotton garments and cotton cloth for covering his hut early in the Fourteenth Century, and spreading northward it entered the United States soon after the Revolution, increasing yearly in cultivation until, in 1880, the production was 5,700,000 bales. Last year the crop amounted to 11,200,000 bales, almost doubling in that year the amount raised the twentieth year before.

No record is found of the amount of capital invested in that first cotton mill. It was not a large establishment; but from that unpretending beginning the capital invested grew until, in 1880, it was \$2,790,000,000, an amount which became ten years later \$6,500,000,000, with every promise of amounting this year to at least \$10,000,000,000. What is quite as important to state is the matter of wages. In 1880 these came to \$947,000,000, which will be found in this year's returns to be \$3,500,000,000. In the 30's the mill hands went to work at five o'clock in the morning. A half-hour was given for breakfast, a longer period

for dinner, a half hour for supper and the day's work ended at half past seven. Compare that length of a day's work with the present and it will be easy to see what the advance in favor of the operative has been.

The transportation of the raw material and the manufactured product finds here a fitting place for consideration. Not the car but the boat was the principal agent, a fact which made Charleston, S. C., the metropolis of the South. This condition of things could not long remain. It was too slow. The railroad displaced it and in 1880 business had so far made use of this modern civilization that there was a mileage of 92,147. That number now has become 190,000, and is a fair indicator of the progress this country has made in all directions during the last twenty years of the century. How the United States stands in her relations with the rest of the world in regard to railroads a German paper at hand may be relied on for the facts. The total miles of railroad already constructed is 466,539. Of these 186,245 is in the United States. This country has 18,735 miles more than all Europe and 7,521 miles more than all Europe and Africa and 4,245 miles more than all Europe and Australasia. From the same source we find that in matters of new mileage the increase in this country during the last four years was only 3.9 per cent. while for the rest of the world it was 9.4 per cent.

With the activity going on in these leading industries which the records show, it is readily understood what the cause is of the progress which this country has made. Every line of industrial development has taken a new lease of life and pushed its advantage to the limit. Our natural resources are hardly yet entered upon. Mine and soil are alike limitless and if but three of the productions can produce the great changes of the last twenty years, the possibilities of this country when all are considered is inconceivable. It is no wonder that the countries of the Old World stand amazed. They, like their coal mines, have reached their limit; we, like ours, have hardly begun, and if the next twenty years shows as much as the last twenty has shown, more than ever will this country be looked upon as the wonder of the world.

The supreme court of Pennsylvania has held that it is the duty of those in charge of a moving car to stop it, and take a child who is stealing a ride either inside the car, or else to stop the car and put him off. In the case in point the company was held liable for injury to a child who was riding on the step, who, on being frightened by the conductor, fell off and was injured.

Edward Everett Hale's opinion of The Hague peace conference may be gathered from his remark that those who expect that it will prevent wars may as well go to a coal yard to buy a yard of green satin. A peace conference is a good thing for the members of the conference, but when the last one met the world was full of fight, and it has been worse since.

Baking powders have gone to Congress, and Hon. Billy Mason, the busy man of unbounded sympathy, has risen to the occasion and made a flowery speech on baking powder legislation. It should be remembered that baking powders are absolutely pure, and no one ever thought they would get into Congress.

Shoes and Leather

How to Act and What to Do in Case of Fire.

What is the lesson of a big fire?

Beginning away back in the ages when fire was a sacred object kept only in the temples for purposes of worship, it was not a teacher to any considerable extent, but as it became more common its power as an instructor became greater. For ages and ages it was mostly god and master, but modern civilization has reduced it to the position of servant. Still the old mastery breaks out once in a while, and the "fire fiend" holds sway over a greater or less area until either everything in reach is consumed, or human skill succeeds in again subduing the great element of destruction.

Heretofore the two objects sought after in relation to fire have been "How can it be utilized?" and "How can it be managed and kept within bounds?"

There seems to be no limit to the uses to which it may be put. Power of all kinds has its origin in heat, and fire is equally necessary to run a refrigerating plant as to move a locomotive. And modern means and methods have reduced the danger from the destructive force to as near a minimum as one can well expect. Contrast the fire apparatus of the present day with what was in use fifty years, or even ten years, ago. It is difficult to conceive more perfect means than is now in use, although of course the next ten years may show as much advance as has the last decade.

Still a large fire in the "shopping district" should not pass without pointing a moral of some kind, hence the question, "What is the lesson of a big fire?" especially to the shoe trade.

The stock and fixtures of a retail shoe store are such that a fire very seldom starts in such quarters. The writer does not recall a single instance of a fire, great or small, having its origin in a retail shoe store. Of course such a case might happen, but the chances are very slight, and, the present fire department system being as near perfection as possible, fire seldom gets far from the point of its origin. Unless it acquires great headway before an alarm is given it is confined within very circumscribed limits, and the loss by fire is practically within the same limits.

But the means used for quenching and conquering the fire is another destructive element, water. How often do we see the statement in the press after a fire, "the damage by water was much greater than that by fire," and this damage is not restricted by the same method as the fire. If a fire occurs in the upper portion of a building, the water will naturally flow down through the lower floors, causing damage wherever it goes.

A shoe store then, being usually located on the street floor and unable to select its neighbors on the upper floors of the building, is subjected to risks from damage by water much greater than that by fire, and not covered by ordinary fire insurance, and the question now arises, if this risk cannot be entirely obviated, how can the possible damage be reduced to the minimum?

Can anything be done in this line, and have retail dealers given the matter the thought and consideration due it? There should be some simple, feasible means of reaching the matter and the first that comes to mind is that adopted and used by the Protective Department, namely, covering the stock so far as possible with water-proof blankets.

"That's easy," say you, and yet are you prepared with the blankets to cover your stock or are you keeping the lock simply ready to put on the door after the horse has been stolen?

The Protective Department may not arrive on the scene until after the Fire Department begins work, and there may be others to be protected as well as yourself and the covers may be insufficient in numbers to go around. Then it will be apparent that a little foresight would have been worth a good deal of hindsight, so it would be well to be independent of that organization, valuable as its services are.

A little pains and a little expense in fitting up a retail store will accomplish much. If the shelving is not fitted to the walls perfectly water-tight there should be a water-proof backing of oil cloth, rubber or other material to prevent leakage from that direction. This can be arranged when the shelves are erected with practically no trouble, and when once in place can be allowed to remain permanently. It can be kept painted and cleaned as are the shelves themselves. Then assuming that the shelves are made with waterproof end joints, the whole tier of shelving can be made practically proof against water coming from the upper floors by arranging a curtain which can be lowered over the whole front at a moment's notice. This should be so weighted that it will hold its position in the face of a strong current of air and even against a considerable water pressure. Probably the best way would be to attach a metal rod, something like gas pipe, to the lower edge, which would assure a certain degree of rigidity throughout the length and breadth of the curtain. Such a protecting curtain could be rolled up and kept out of sight at the top of the shelving during the day, and should be let down at night just as regularly as locks and other means for the protection of goods from fire, moth and rust, and thieves who break through and steal, are called into requisition. Curtains in front of shelving are no novelty, but are they ordinarily waterproof, and next, would it not be better to have them waterproof?

Show cases can be quickly and thoroughly protected against water by keeping on hand in convenient places rubber or other waterproof blankets which can be put in place in a very minute space of time.

The window display seems to offer the greatest resistance to the general scheme with the compensating idea that the risk is less there from water coming from above, and also the comparatively small value of goods. The means would vary as size, shape and location of window, and every dealer would be obliged in a measure to work out his salvation on individual lines.

Stock, whether kept on the street floor or in the basement, should be elevated sufficiently to preclude the possibility of wetting from beneath, and might well be kept permanently covered with waterproof material. As this, however, might have a tendency to retain any atmospheric moisture which might come in, it would be well to have the covering raised slightly by a light framework which could be easily and readily removed and replaced.

Of course, other methods of protection will suggest themselves as equally feasible and effective and perhaps even more so. The object of this paper, however, is not to lay down hard and fast rules as to how shoe stores shall be

Our Brands

"GOLD SEAL"—pure gum
Special net prices

"GOODYEAR RUBBER CO."—first quality
25 and 5 per cent.

NEW YORK B. & S. CO.—seconds
25, 10 and 5 per cent.

Regular Terms. Full stock.

GOODYEAR RUBBER CO., Milwaukee, Wis.
W. W. WALLIS, Manager.

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 bottom. 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

protected from this danger, but to call attention that they may be protected but are not; and if it shall be the means of bringing even one dealer to providing protection from water it will not have been written in vain.—Boot and Shoe Recorder.

How to Win Success as a Shoe Salesman.

To win success as a retail shoe salesman you have to travel a road fraught with many obstacles and pitfalls. Therefore, in starting on this course in life it is fitting that you look well ahead and having decided this is to be your road to success, keep your eyes fixed constantly on the goal, and unmindful of what someone else is doing in another line, steadily press forward with your attention ever on your own business, and make shoes—what they are, how they are made and the best way to sell them—your constant study. Fall in love with your business and stick to it early and late if necessary until you feel it is a part of and inseparable from you.

Never grumble and complain. If you have a long face take it off when you get up in the morning, and go about your business with a cheerful manner, being ever ready to wait on a customer pleasantly and send him away glad he has met you.

Study your business, which is not dry goods, notions or hats, but simply shoes—shoes all the time. The line is large, varied and constantly changing, and if you keep fully abreast of the times in it you will do well to do this. You must not only know your own goods, but must be conversant with other manufacturers' and dealers' lines, so as to talk intelligently and gain the confidence of such customers as have been buying other makes and know nothing of those you handle.

Never run down or speak in a depreciating way of your competitors. Speak not of them at all if you can avoid it, but when you do, let it always be in a complimentary manner. Comparisons are odious, so do not make them, but rather sell your shoes by pointing out the beauty and good points they possess.

Be always prompt, courteous and upright in your transactions, bestowing the same care on the poor as is given the rich, for if they both give you their trade your obligation is the same to both.

Study closely human nature and assiduously cultivate tact, so as to read your customers and adapt yourself to their dispositions, handling each one with all the dispatch consistent with the case.

Keep thoroughly posted on the sizes, widths and location of your stock on hand, always remembering to put the odd sizes and old goods well front, so as to work them whenever it is possible. The money of the business is made in cleaning out the odds and ends, and you can never be valuable to yourself or an employer by neglecting this class of goods and selling only newest and most salable stuff.

Dress in accordance with your surroundings, and when you make a customer try and fit and treat him in such a way as to permanently hold his trade. Honesty and good treatment is, I believe, the only true way to do this. It may not seem to pay at first, but will three times over in the end.

Be careful of your promises and make none which can not be fulfilled to the letter. You may think a promise easily made is easily forgotten, and it may be with you, but not so with your customer,

for he will surely treasure it against you.

This brings us to the last step, on which we would lay special emphasis and urge that you live within your income, laying aside something day by day for old age, that winter of life which, God willing, must come, and for which we should strive to prepare in the days of youth and vigor, so that when it is reached and we are pushed aside by younger hands we may sit down in the consciousness of duty done and view with satisfaction our struggle to win success as a retail shoe salesman.—Boots and Shoes Weekly.

Judged By Their Tunes.

"Talking about the queer ways some people have of sizing up a man's capabilities for a job," said a resident of the West Side the other day, "there recently died in my town a boss carpenter named Hebart, who had one question which he always asked of journeymen who applied to him for employment. If the applicant was found to possess all the other necessary qualifications Hebart would ask:

"What are your favorite tunes?"

"Why what you want to know that for?"

"You whistle and sing some at your work, don't you?"

"Oh, yes."

"Well, what tunes do you generally whistle or sing?"

"Oh, there's 'Old Hundred' and 'Auld Lang Syne' and 'Down by the Weeping Willows,' and—"

"That's enough!" the boss carpenter would exclaim. "You won't do for me. These tunes are too slow for me. Good day."

On the contrary, if the applicant answered, "Oh, I generally whistle 'Yankee Doodle,' or 'The Fisher's Hornpipe,' or something of that sort, the carpenter would say at once:

"I think you'll do! Take off your coat if you want to and go to work."

How a Letter May be Recalled.

Many times people would like to recall a letter after it has been mailed. This can be done, even if the letter has reached the postoffice at its destination. At every postoffice there are what are called "withdrawal blanks." On application they will be furnished, and when a deposit is made to cover the expense the postmaster will telegraph to the postmaster at the letter's destination asking that it be promptly returned. The applicant first signs this agreement: "It is hereby agreed that, if the letter is returned to me, I will protect you from any and all claims made against you for such return, and will fully indemnify you against any loss you may sustain by reason of such action. And I herewith deposit \$— to cover all expenses incurred, and will deliver to you the envelope of the letter returned." In many cases persons have made remittances to fraudulent parties or irresponsible firms, not learning their true character until after the letter had gone, and have succeeded in recalling it. There is an instance where a Kansas City merchant had remitted a dishonest traveling man a draft for \$175, and by means of a withdrawal rescued the draft just in time.

Country Girls in Factories.

A Buffalo firm intends to build a large clothing factory near that city and employ only country girls. They believe that they can do more efficient work and can stand more work on account of having lived in the open air than their city sisters. Another reason is that the country girl is not liable to be influenced by trades unions as much as city employes. We doubt whether a country girl is well fitted for factory work. A large percentage of factory hands have been brought up to that kind of a life, and while they are not as healthy as the country girls, they are used to factory labor, and can endure more than a girl who has been in the fields all her life.

-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



Made Right
Wear Right
Look Right

Three essential qualities that make our

**Leather Top
Rubbers**

stand first in the scale of excellence.

Herold-Bertsch Shoe Co.

MAKERS OF SHOES
12, 14 & 16 Pearl St.
Grand Rapids, Michigan

Woman's World

Study of Domestic Science in the Public Schools.

We have training schools for nurses, training schools for teachers and training schools for cooks, but the very latest fad of the advanced woman thinker is a training school for husbands. The Chicago Woman's Club wants to have the boys in the public schools trained in domestic science. The theory is that if boys learn the elements of cookery they will see how difficult the art is and what obstacles environ the successful compounding of culinary recipes and will thereby learn a great lesson of patience that will stand them in good need when they come to be married. "It will be a great advantage," says a leading member of the club, Mrs. Marion F. Washburne, "when the husband understands something of the trials of the kitchen, and in order to train a husband you must begin early—you must begin with the boys—therefore, the Chicago Woman's Club desires to have the science of cookery introduced in the schools for boys."

The subject has occasioned no end of discussion in school circles, and many of the leading educational journals, acknowledging the great influence that the Chicago Woman's Club possesses in that great metropolis of the West, and fearful that the question will be seriously taken up by the Chicago school board, devote time and space to a discussion of the subject.

At a recent lecture delivered in Brooklyn a prominent woman lecturer said: "We have the new woman, the new boy, why not the new husband? The new boy is a revelation; he can make his own bed, sew on his buttons, cook his own breakfast and wash the dishes, if necessary, and he is no longer considered mamma's boy or a sissy for so doing. The new boy can successfully carry on a bachelor's establishment for his father and himself; he can make out the menus, hire the domestics, and can, with pride, grace the parlor as well as the kitchen. We must go further in this training and fit him to be a husband in every qualification necessary for the successful prosecution of domestic science as regards cookery."

It might be added here that this question of "the new boy" and of "husbands in the kitchen" is the result of a growing belief among educators that domestic training is just as good for boys as girls. They argue that a domestic trained boy makes the best kind of a husband and that the brother who is obliged occasionally to make his own bed or boil an egg will not look down upon his sister for doing the same thing. Again, the advocates of domestic training for boys say that, while there will always be a division of occupations in the family, as in society, there is this difference in the family: In those occupations that relate to the common life there ought to be a common performance, else the division of labor will result in a division of feeling and thought. Therefore, it is well to introduce the science of cookery in public schools for boys in every state in the union, for such training means better husbands for the future, a new husband totally different from the husband of the past, one capable of entering into and understanding all a woman's woes, and especially the trials which beset housekeeping.

Feeling that a question which seems

to have acquired such vital proportions must certainly be interesting to the patrons of our public schools, a prominent member of the school board was interviewed this week and asked for an expression of opinion. He raised his hands in horror, and, after giving vent to his supreme indignation, he calmly reached this conclusion: That while without doubt the early training of husbands is desirable, from the enthusiastic manner in which many leading centers of reform were discussing the subject, it was ridiculous to speak of introducing the study of domestic science in the public schools. From time immemorial the kitchen has been held the sacred domain of woman, and, as for the ladies of Grand Rapids, he was sure they would be the very first to resent the idea of sending their boys to school in order that they might learn how to cook. While without doubt it would be an excellent thing in a school for girls, and parents would generally sanction it, he was sure there would be an outcry of indignation if such a thing were proposed in connection with the public schools. And then, in a bland way, he said that men are not without conceit, as it is, and would it be wise to give them the impression that they knew all about cookery? "Husbands are bad enough," said he, "at least so the women seem to think, since they want to organize training schools for them; with this new acquisition they would be unendurable. As long as men know only the rough cooking of the camp and boat, or the amiable facilities of the chafing dish, all is well, but once rear them in the housekeeping business and familiarize them with the mysteries of the kitchen, and ruin is sure to ensue."

When told that a certain philanthropic woman had become so imbued with the idea that she intends to found a special collegiate department, in which the degree of B. H. H., Bachelor of Housekeeping and Husbandry, will be given, he sneeringly remarked that the world is full of cranks, and he is not surprised at this latest revelation. In nothing is a little knowledge more dangerous than in cookery. The pretense of it hurts no one and deceives no one; but once smear a boy with a smattering of cookery, once give him a "dabbling knowledge" of domestic science and, said he, with a look of triumph, "the very ends these women seek to gain will be subverted; farewell peace and welcome domestic war. You will hear this trained cook of a husband crying out: 'Josephine, my dear, that canvasback duck should have been taken out one minute and a half ago; it is now utterly spoiled for eating!' 'Faugh, Marguerite! the smell of that cauliflower is all through the house; why didn't you remove the cover or put a little piece of charcoal into the water while boiling?' 'Now, I told you that rice was cooked wrong; when I was at school we were never allowed to boil rice more than—', and so on, ad infinitum, one will hear the steady outpouring of masculine wisdom until the weary wife will wish that there was never such a thing as a training school for boys where they may be 'taught the domestic science which will fit them to be good husbands.' We have many newfangled ideas in our public schools, fads and fancies and frills, as the public often dubs the innovations, but we have too much regard for the stability and happiness of the home to introduce a firebrand of this character. A home with a trained cook for a husband would not be a home. It would be little short of a private lunatic asylum."

Dorothy Dix.



Just as the goods come from our ovens with PARTICULAR CARE in baking and PARTICULAR CLEANLINESS and NEATNESS in packing, they are delivered, over your counter, to your customers in these most PARTICULAR air-tight, moisture, dust, and germ-proof cartons.

Seymour Butter per doz.	Vanilla Wafer per doz.
Small Cartons, 2 doz. in case..... \$ 70	Special Cartons, 2 doz. in case..... 1 45
Family Cartons, 1½ doz. in case..... 2 10	Hand Made Pretzelette
Graham Cracker	Small Cartons, 2 doz. in case..... 90
Small Cartons, 2 doz. in case..... 1 00	American Beauty Ginger Snap
Ginger Snap	Small Barrels, 1 doz. in case..... 2 40
Small Cartons, 2 doz. in case..... 1 00	Faust Oyster
Long Island Wafer	Small Cartons, 15 packages in case..... 90
Small Cartons, 2 doz. in case..... 1 45	Uneeda Jinjer Wayfer.
Select Soda	Special Cartons, 3 doz. in case..... 1 00
Small Cartons, 2 doz. in case..... 90	Uneeda Biscuit
Soda, XXX	Special Cartons, 3 doz. in case..... 50
Small Cartons, 2 doz. in case..... 75	Long Island Graham Wafer
Family Cartons, 1½ doz. in case..... 2 20	Small Cartons, 2 doz. in case..... 1 45

SEARS BAKERY

NATIONAL BISCUIT COMPANY
GRAND RAPIDS

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.

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.

Babe's Disobedience and the Result.
Written for the Tradesman.

'Now, Babe, 'ou must be a 'eal dood dog. Me an' mamma doin' down town. 'Ou mus' 'tay 'ight here an' take care of dollie till we tome home.'

The little girl stroked the glossy coat of the curly spaniel and lifting him tenderly placed him in the crib beside the doll. The black eyes of the dog looked pleadingly into the blue ones of his little mistress as if to say, "Do take me with you." Their language was understood by the child, for she continued, "No, Babe, 'ou tan't tome. 'Ou must 'tay wif dollie. She be 'eal lonesome wifout 'ou," and with a parting hug the little girl ran out to join her mother at the gate.

Babe's mistress was no sooner out of sight than he sprang from the crib and began to search for an exit from the house. Upstairs and down he scampered; but without success. At last in despair he set up a vigorous barking. This at once attracted the maid at work in the kitchen, who, running in to see what the trouble was, thoughtlessly left the door ajar. Here was Babe's good chance. Like a flash he sprang past her and was out of the open back door and over the low front gate before she recovered from her astonishment.

"Bless me sowl, but that dog bates anything I ever saw. The misses'll be angry wid me fur lavin' him git out. What'll I do, what'll I do?" exclaimed the girl as she ran out to the sidewalk, only to see the little spaniel scampering down the street as fast as his short legs could take him.

As chance would have it the car was delayed which was to have taken Babe's little mistress and her mother down town. They were waiting upon a corner when Babe, all out of breath, but supremely happy and expectant, dashed up to them. He barked vociferously and danced around his mistress, wagging his tail and saying as plainly as words could have done, "I told you I was coming. You can't send me back now, for I won't go." The child petted him and then, remembering that dogs were not allowed on the street cars, began to reprove him.

"'Ou 'eal bad doggie, Babe. 'Ou should 'tayed wif dollie. She ty her eyes out wif lonesome, wif bofe me an' 'ou don. What we do wif him, Mamma, if 'e 'ductor man won't let him 'ide? Him'll follow de tar an' det los', tause him tan't teep up. Oh, Babe, 'ou 'eal naughty, 'ou is. 'Ou'll have to be 'eal dood an' 'till, an' me'll put 'ou on e' seat wif Mamma an' me an' tover 'ou wif my dess so 'e 'ductor man tan't see 'ou.'

The dog seemed to feel the anxiety of his mistress' voice, for he stopped barking and sat down and eyed her lovingly. When the car came along the child took the little dog in her arms, carefully trying to hide him from the eyes of the conductor with the little parasol she carried. The mother lifted them on to the car and they found a seat in the open compartment. The child placed the dog between her mother and herself, where he was completely hidden from sight. The car sped swiftly along and everything would have been well; but when the conductor came along and in a harsh voice said, "Fare, please," Babe's little head popped up from the folds of the skirts and he gave a quick sharp bark at the strange man.

"You'll have to put that dog off. It's against the rules to carry dogs on the cars," said the same harsh voice.

Babe barked again and the little girl's eyes filled with tears, while her mother's face flushed with vexation. The conductor lifted the dog gently enough and when the car stopped at the next crossing set him off on the ground. Babe barked frantically to be taken up again; but it was of no use. The car moved on and he found himself obliged to exert every muscle in order to keep up. The apprehension of the child increased as the distance between her pet and the car gradually widened.

With wide troubled eyes she looked up at her mother and in tearful voice enquired, "Do 'ou fink 'e will det lost, Mamma? Me so 'fwaid something happen to him. Tan't we det off, Mamma, an' walk 'e rest of 'e way? Me not ti'ed. Look, Mamma! Babe tan't teep up. Him's a long way behind a'weady."

Poor Babe was having a hard time of it. He was learning that the way of the transgressor is truly hard. He was too fat for fast running. His tongue was hanging and he was almost out of breath. It was no easy task to dodge street cars and wagons and at the same time keep an eye on the car containing his much-loved mistress. Babe, who had never known anything but to be loved and petted and to love in return, began to be confused. He had several narrow escapes from the trampling hoofs of fast-driven horses and then the natural enemy of small dogs, a small boy, caught sight of him. The enemy shield a sharp stone from his slingshot, which caught poor Babe on one of his front legs. The little creature yelped with the stinging pain, but trotted bravely on on three legs, the injured member dangling uselessly. In his pain and fright the dog lost sight of the many dangers surrounding him. Limping painfully and slowly along on the car track, he failed to hear the car approaching behind him. The motorman rang his bell in warning. He might also have dropped the safety fender, but what was the use, 'twas only a stray dog? There was a cry of almost human agony and the car passed swiftly on, leaving poor Babe mangled and dead on the rails behind.

The child did not see the accident—she was pleading with her mother to get off and wait until Babe caught up—but the mother saw it. Her face showed the distress she felt as she put her arm around the little girl to keep her from seeing the sickening sight. Was she to blame if she deceived the child with a false hope?

"No, dear, it will be of no use getting off, for I think Babe has gone back. It's more than likely we will find him at home when we return."

"Do 'u weally fink so, Mamma? Will 'e fin' 'e way back so far? Mamma, Mamma, what would me do if Babe dot los'? Dollie an' me be so lonesome."

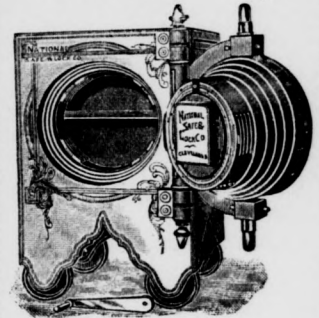
The mother and child left the car when it reached the transfer point in the heart of the city. I did not follow them further, my heart was too sore; but I know there were many days of anxious waiting for Babe to come back. There were many trips made to the low front gate by a little girl, with her doll in her arms, who looked with tearful eyes up and down the street in fond hope that Babe might appear, and there were many sorrowful talks to dollie and many tears shed. But poor Babe never came home. Mac Allan.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.

Crockery and Glassware

AKRON STONEWARE.	
Butters	
½ 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.....	5½
Churn Dashers, per doz.....	84
Milkpans	
½ gal. flat or rd. bot., per doz.....	40
1 gal. flat or rd. bot., each.....	5
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	5½
Stewpans	
½ gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
½ gal., per doz.....	55
¾ gal. per doz.....	45
1 to 5 gal., per gal.....	6½
Tomato Jugs	
½ gal. per doz.....	55
1 gal., each.....	6½
Corks for ½ gal., per doz.....	20
Corks for 1 gal., per doz.....	30
Preserve Jars and Covers	
½ 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 75
Rubbers.....	25
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	45
No. 2 Sun.....	65
No. 3 Sun.....	1 00
Tubular.....	45
Security, No. 1.....	80
Security, No. 2.....	80
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
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.....	10 50
3 gal. Home Rule.....	9 95
5 gal. Home Rule.....	11 28
5 gal. Pirate King.....	9 50
LANTERNS	
No. 0 Tubular, side lift.....	5 25
No. 1 B Tubular.....	7 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., bbls 5 doz. each, per bbl.....	2 00
No. 0 Tub., bull's eye, cases 1 doz. each.....	1 25

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.

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.

Clothing

Similarity in the Clothes of To-day and Past Ages.

When we come to the matter of attire worn for protection, there is a decided similarity between the armor worn by knights, in the days of chivalry, in both war and sports, and the various articles worn to-day in games, to protect the wearer against injury. Protective armor is not worn to-day in battle, as it is useless against the various death-dealing devices that man's ingenuity has devised, and so its only scope at the present is on the field of sport, where, although the number of dead and wounded is not as large as in battle, in some cases, like football, the amount of gore spilled is sometimes almost as great. Observe the attire of the catcher, and see if you do not notice, in the appliances he puts on to protect himself against being hit, a similarity towards armor worn at different times. Take his mask as an example. Does not that correspond to the visor of the helmet, worn to guard the face against a sudden blow? In the olden days, it would have been a speedy arrow, or a battle axe wielded by powerful arms, that the armor would guard against. In modern days it is a speedy ball, delivered with the speed of an arrow, or a bat wielded by arms as powerful as those that formerly swept everything before them with the death-dealing axe. Notice the similarity between the chest protector that stops the big, white bullet that the pitcher throws at the man behind the bat, and the buff shields worn by the early settlers, at the time of the invention of the matchlock, to protect themselves against the arrows of the savages. The armor worn by football players is so similar to that worn by knights in battle that this fact must often be noticed by the lookers on. The nose piece resembling the visor of the helmet, the rubber shoulder protector coinciding with the iron shoulder blades, as well as the similarity of the knee-protectors, all show what a likeness there is between the armor of to-day and that of the Fourteenth Century, the one worn so that injury shall not occur to friends participating in games bringing out all man's best manhood and cementing good feeling, and the other worn by men in the prime of manhood to protect themselves against blows dealt in deadly hate. It seems an example of the progress of the world, this fact that attire that was formerly used only in battle is now used only in sports.

There is no article of wearing apparel that has had more changes and has found favor and lost it again more often than trousers. The ancient Britons wore a leg covering that was a sort of trouser. When they were conquered by the Romans, this trouser-like garment disappeared gradually until the coming of the Normans, who wore a loose garment fastened with a garter, and not unlike those worn by the old Britons. These gradually became tighter and tighter, and the result was tightly fitting hose and slashed trunks. About the time of the French Revolution, trousers began to be worn, the first ones that could really be called trousers, although they were worn so loosely that they resembled a pair of sacks. Gradually they became tighter, until they were worn skin tight again. About thirty years ago, they became almost as wide as those worn in the French Revolution's time. Since then they have become narrower, but every year finds some slight

change in their width. For instance, last summer's trousers were worn rather tight, and this summer they follow out the cut of other garments, and are worn much wider.

These are only a few of the similarities between the clothes of nowadays and the clothes of years gone by. If you observe closely, you will notice a hundred and one little details that were worn years ago. When Rip Van Winkle awoke from his long slumber of a hundred years no doubt he recognized some of the styles worn as the identically same fashions as were worn before his sleep, and welcomed them as old friends.

Status of the Clothing Market.

There is a better feeling in the trade than there was a short time ago, due to favorable reports from the men on the road. A great many firms express the belief that the season's business will be better than that for last year, basing their conclusions on the showings already made. There is also a very brisk reordering of outing flannel suits and summer weight serges. The best seller on the retail market just now is light weight blue serge that retails from \$6 to \$10 a suit, and of this class of stuff the retailer does not seem to be able to get enough. Serge is also very popular in the orders that are coming in for fall goods, and the mill men, who ever complain of the business methods of the clothing manufacturers, have no complaints to make of any cancellations on serges.

As is usual at this time of year the great bulk of the stuff that is being made up is of the cheap grade, and the sweatshops are therefore busy. The favorable reports from the salesmen, however, will start the machines on the better class of garments.

The clothing manufacturers have been doing a great deal of cancelling, largely because they thought they saw lower prices ahead, but there is less of this just now than for some time.

Buttons at the Back.

The English walking coat, cutaway and frock coat have two buttons placed side by side on the back, just above the skirts. Although they are placed there only for show at the present time, there was a time when they were placed there for use. They date back before revolutionary times, when nearly all noblemen wore swords, and consequently sword-belts. These buttons were placed as a resting place for the sword-belt, which often had holes that would button onto them. Soldiers on a long tramp utilized these buttons to catch the skirts of the coat back. After the fashion among the nobility of carrying swords was dropped, there was still a use found for these buttons, in keeping the skirts back while walking, and thus a man's limbs would be given more free play. This is one of the resemblances that the workings of nature have to the various evolutions of fashion. Just as a fashion is introduced at first only for use, then only for looks and at the end disappears altogether, so does nature introduce various organs which, after they perform no function, gradually vanish. Witness the appendix, which has no known duty to perform, except to swell the surgeon's pocket book, and which is growing smaller with every generation, and which a great many authorities assert will in time vanish entirely.

Advertising is not an exact science. Neither is medicine nor housekeeping. But we rely upon the doctor's opinion because he has given his time and all his ability to the study of medicine. We depend upon our home-makers for limitless comfort and happiness. So also the people who have made a study and a business of advertising form a class with whom it is profitable to reckon.

Feminine Foresight.

"I will consent to run for President," said the Advanced Woman, "upon one condition."

"Name it," said the committee.

"That you hire a man to nail the campaign lies."

Although she was an Advanced Woman, she had not advanced to that point where she could drive a nail without cutting the fingers out of her glove the next morning.

A Crying Need.

"Oh, yes, her father is rich. He got his money through an invention that was designed to obliterate one of the crying needs of the time."

"What was it?"

"An improved nozzle for a nursing bottle."

A great many more men would be good if they really believed it to be profitable.

Chas. A. Coye,



Manufacturer and Jobber of

Bunting and Muslin Flags, Flag Poles and Holders, Large Umbrellas, Awnings, Tents, Seat Shades.

11 Pearl Street,
Grand Rapids, Mich.

Dress Coats of Duck

We make the Duck Coats with "all the little fixings." They are the highest grade goods in the country. They cost you the same as inferior goods. Ask for samples prepaid.

Michigan Clothing Co.,
Ionia, Mich.



CHARACTER

That's what they're looking for



That's what your trade demands. There's nothing on the market that will give character and tone to your line like "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 quality 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 Boys' and Children's Suits at popular prices.

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



Heavenrich Bros.



Dry Goods

The Dry Goods Market.

Staple Cottons—Ducks and brown onaburgs show no feature worthy of special mention. Sales are slow and prices irregular. Bleached cottons show some small sales, but the aggregate has been considerably below normal, even for this season of the year. Quotations on the leading tickets remain unchanged, and outside of them, the market is in the buyers' hands. Ticks and denims are quiet and slightly irregular. Other coarse, colored cottons show a very small demand, but such as it is, sellers are able to meet it. Wide sheetings, blankets, cotton flannels, etc., are quiet and prices without change.

Prints and Gingham—In common with other lines of cotton goods, prints seem to have no interest as far as present season's goods are concerned. The agents feel that they can hope for no more orders, nor are they anxious for them, preferring to devote their attention to new season's lines. There are some lines that are exceptions to this rule, such as staple lines of indigos, turkey reds, etc., but this is not enough to be of any great account. In addition to this, there have been orders placed for fair quantities for next season. Prices continue firm all along the line. Fine printed goods are very quiet everywhere for this season, but for the future there has been considerable done for delivery in 1901, and for that time prices are firm. Fine woven patterned goods also show a good business for the coming season, and a slow buying for the present.

Dress Goods—There is nothing new to be noted in dress goods, either in the primary market or among jobbers. In each case the amount of business being done is very small, but this is not unexpected after the business that has been done. The market is in a good condition, and while some fear is expressed regarding impending cancellations, it is not general. The cancellations that have come forward so far have not been of sufficient volume to make any trouble. It is the opinion of the conservative and solid men of the trade that the orders in the hands of manufacturers are good. The market certainly shows no weakening tendency. The only unsatisfactory end of the market is the fancy goods department, where the business done to date has been very light, and the prospects are obscure.

Underwear—Manufacturers of underwear, both those that purchase their yarn and those that do their own spinning, are very much interested in the various developments of the new cotton crop and are anxious to note its strength and weakness. It has been estimated that the increased acreage in the United States amounts to 9.76 per cent. A few months ago there was almost a cotton famine. Now the situation is entirely different. While the present season will end with less stocks of cotton on hand than has been the case for years, it is also true that the high price has checked the demand to a very large degree. This high price obtained during the 1899 season is the cause of the increased amount of acreage. While there have been certain signs of weakness for the new crop, we note, on the whole, more steady influences at work. Although there is a much larger space devoted to the growing of cotton, it has also been estimated that the production per acre will not be as great as during the sea-

son of 1899. Floods, which are always good for the fertility of the soil, took place in 1897 and 1898, and left a rich sediment that yielded an excellent harvest to cotton producers in 1899. It is thought, however, that the productiveness of the soil resulting from these floods is used up to a great extent and that the production per acre will be appreciably less for the new cotton crop.

Carpets—Manufacturers of tapestry and velvet carpets report that trade for the fall season has opened up fairly well for their lines, and that they have nothing to complain of. Many of the manufacturers received the usual orders, although generally speaking, the jobbers are not loading up quite as heavily as they did last spring. Body Brussels are being taken up again, although for a time (on account of the comparative price) axminsters, tapestries and velvets took their place, but now the high prices of the latter have turned more attention to body Brussels, which show a prosperous condition of affairs. The best trade realize that body Brussels can not be replaced (for durability) by other lines of carpets, and now a fair demand is reported for them. Manufacturers report a fair demand for all lines of carpets. Jobbers believe that the price of carpets has had some tendency to retard sales, especially in the wholesale trade, but the high prices for all material entering into their manufacture necessitated all the advance that was made. It was even expected that prices at the opening of the season would be higher than the figures announced. After the fall retail trade opens up a very good business should be done in all grades of carpets, as very little business was done among the retailers this spring, the trade having been unusually backward.

Straw Matting—Has been rather quiet the last week or ten days. The retailers expected a large demand, and consequently most of them bought heavily. They did not sell as much as they anticipated, and therefore have quite a stock left on hand. Importers, who brought too much into the country, still have a large stock, and are now offering it at lower figures than at the first of the season.

Oil Cloth—The manufacturers of floor oil cloth and linoleum held a meeting in Philadelphia last Tuesday. A general discussion of the present conditions in the market took place, and it was decided to leave the prices where they were, for the present at least.

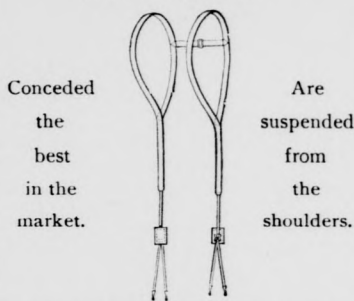
The "Bourbon Red" Turkey.

The "Bourbon Red" turkey gets its name from having been domesticated mostly in Bourbon county, Ky., says an exchange. They are descendants of a wild turkey formerly common in Kentucky, Southern Iowa and Missouri and Northern Arkansas. The prevailing color, of course, is red, with white wings and tail, with two narrow black stripes on the body feathers. They are a pure breed, resembling the bronze turkey in size, shape and weight, but more hardy, better layers and less liable to wander from home. They are also heavier breasted than the bronze turkey.

Fruit by the Trainload.

From the Delta, Colorado, Independent. A trainload of fruit a day is the prospect ahead of the fruit growers of Delta county. Two years ago, with an ordinary crop, three carloads a day during the height of the season was the record. This year there is certainly four or five times the amount of fruit we then had, which means twelve or fifteen carloads a day. Packers and haulers will be in demand this year, and the commission men will have their hands full taking care of it.

Solid Comfort Ladies', Misses', Children's Hose Supporters



Sell rapidly and net a good profit to the merchant. Write for catalogue and prices.

MADAME C. F. SALISBURY,
Battle Creek, Mich.

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

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
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Our Wall Papers

Are up to date and of the latest designs. We have the newest ideas in Photo Rails and Plate Rails. Estimates furnished on all kinds of decorating and paper hanging by expert workmen. Pictures framed to order.

C. L. Harvey & Co.

59 Monroe Street, Grand Rapids, Mich.

Dimities

Challies

Lawns

And all thin goods to close at special prices next two weeks.

P. STEKETEE & SONS, Grand Rapids, Mich.

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.

Hardware

Some Things the Jobber Should Consider.

It has seemed to me that the subjoined views are worthy of expression, because of a deep-rooted conviction on my own part that competition in the sales department is gradually, but surely, depriving the jobber of the compensation to which his mental and physical labor is entitled.

I beg to ask if the jobber is not paying the "fixed charges" against his investment, practically, for the glory of buying and selling large amounts of goods.

In other words, is the actual net profit resulting from the jobbers' business any greater than the legal interest the jobbers could draw on their net cash capital, without mental or manual exertion?

The jobber pays taxes, license, house rent, furniture, fixtures, insurance, interest, transportation, R. G. Dun & Co., clerk hire, express, telegraph, postal, telephone, gas, electric light bills, lawyers' fees, court costs, fuel, traveling men, their salaries and traveling expenses, to beg the retail merchants to accept his capital without security.

This process of distributing capital is called "merchandising."

If some one comes to your (the jobber's) office—paying his own expenses—and asks for the use of some of your capital, on personal or real security, it is a different process of distribution, and is called "lending."

Remember, I do not bring these two methods of employing your capital face to face because they are unfriendly to each other. They are dependent one upon the other, and I am pleading for friendly co-operation.

When you employ your capital by lending it, you either get security that justifies you in overlooking the character and the assets of the borrower, or you select a borrower whose character and assets justify you in overlooking security; and the borrower neither expects nor gets any of your labor in addition to the loan.

You reserve all your mental and physical liberty, and if anyone employs your services you are paid for the same as if you had not loaned your capital.

Let us see how it is with the other process, merchandising.

When you "sell" \$10 or \$1,000 "on credit," how often do you get security that justifies you in overlooking the character and assets of the purchaser?

How often do you select a purchaser whose character and assets justify you in overlooking security?

How often do you select a purchaser who has swindled you once, or whose assets are less than the law of his state exempts?

Perhaps you will tell me, as I have always been told, that neither the jobber nor the retailer is dealing in money; that they are dealing in "goods;" and that if you were dealing in money you would stop the above-mentioned twenty-one fixed charges upon your capital, and take things easy, as the lender does; and I am told, also, "that we can not handle boots and shoes, dry goods, groceries and iron as we could handle money."

This is the same as saying there is a difference between goods and money. Everyone knows there is a difference between money and goods as far as their purpose and appearance are concerned, but may I ask you what difference there is between a dollar in legal tender

money and a dollar's worth of your goods? In other words, what is the difference between the money you pay for a stock of goods and the stock of goods you buy for the money?

Is the value of the money you paid greater to you than the value of the goods you received for the money?

If you answer yes, may I ask why you made the exchange?

If you answer no, don't you admit that the money and the goods are of the same value, or concede that the goods, (the things you are dealing in) are worth more than the money?

Therefore (even if you were not dealing in money), are you justified in distributing your goods less cautiously than the lender distributes something which, according to your actions, is less valuable than your goods?

But the writer respectfully avers that you are dealing in money. Why?

When any one of your customers comes into your office and asks your book-keeper how much he (your customer) owes you, will your book-keeper tell the customer that the latter owes you ten bags of coffee, or ten tons of iron?

If your book-keeper gives the usual answer to your customer's question, consistency would suggest that you discharge your book-keeper for breaking the eighth commandment, for we all know that the retailer can not owe the jobber something the retailer did not buy and that the jobber did not sell; and we all know that he (the retailer) could not buy and that you (the jobber) could not sell something that neither of you deals in.

Consistency would suggest that the borrower say neither he nor the lender is dealing in money, because the borrower received a check and the lender received a note, and no money passed between them; for the check and the note are no more representative of the lender's money than the goods and the account are representative of your money. Consequently, the goods and the account are none the less representatives of money than the check and the note, as long as you retain the ownership of the goods they represent, to you, the number of dollars you paid, or promised to pay, for the goods. As soon as you part with the ownership of the goods they cease to exist, for the sale has cancelled the purchase, and the difference between the number of dollars you paid, or promised to pay, as compared with the number of dollars you received, or expect to receive, is the interest on the money you invested in the goods, plus your salary or compensation for your labor and talent.

J. T. Jenkins.

Ambiguous Epitaphs.

Washington Correspondence Chicago Record. Speaking of ambiguous epitaphs, Robert Christy, Esq., of this city, says that he found three in an old cemetery near New London, Conn., which he considers satirical. They are at least subject to a double construction. The first expresses the sentiments of a sea captain upon the death of his fourth wife, as follows:

Behold, ye living mortals passing by,
How thick the partners of one husband lie;
Vast and unsearchable the ways of God,
Just, but severe, His chastening rod.

These lines, however, are not quite so clear as two couplets from the Scriptures which were engraved by another double widower upon the tombs of his deceased partners. Under the epitaph of the first wife was:

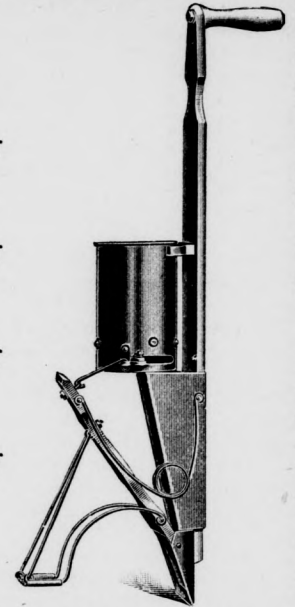
The Lord gave and the Lord hath taken away;
Blessed be the name of the Lord.

On the tombstone of the second wife, which stands beside the other, is this:

I called upon the Lord and He heard me
And delivered me out of all my troubles.

Agents for the

American
Corn Planter
Babcock
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Triumph
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Acme
Corn Planter



Send in your orders
at once.

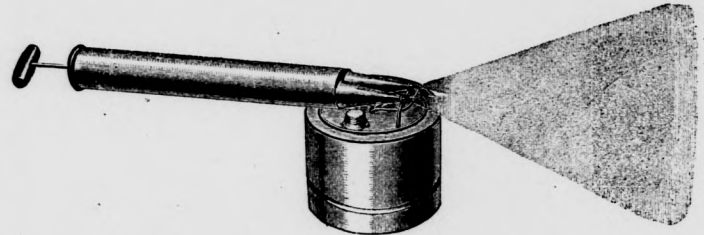
FOSTER, STEVENS, & CO., Grand Rapids.

Buckeye Paints, Colors and Varnishes

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

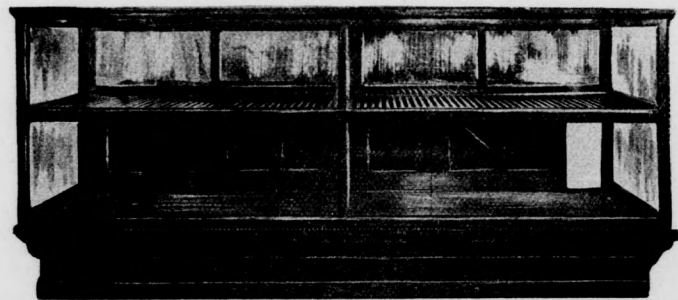
Buckeye Paint & Varnish Co.,
Toledo, Ohio.

INSECT SPRAYERS



We are the manufacturers and make a full line.

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



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

Varied Experience of a Hardware Broker.

The eventful second day of May was drawing to a close. Seated before a small roll-top desk, Grindstone looked contentedly at a number of entries which the light from a bracket lamp attached to the desk side revealed in a long narrow book lying open before him. Tilting back in his chair until the proper poise permitted an easy rocking motion, he gave himself up to the vistas of unchecked, expanding conquest, stretching away in every direction.

Visionary messenger boys arrived in quick succession, adding their telegrams to the stack of mail orders on his desk, while a phantom typewriter was busy clicking away at his dictation. Applications for positions from unfortunate hardware clerks were not deposited in the waste basket. A continued stamping on the landing outside shattered this mental picture, and the long surveyor entered, spraying everything in reach as he brushed the melting snow from his overcoat.

"I am queen of the May, mother!" he sang sarcastically, drawing a chair to the cannon stove, in which was blazing a good fire of soft coal. "Grindstone, are you the weather Jonah?" he continued.

"I wish I was," laughed Grindstone, "as it suits me to a T."

"How's that?" questioned the surveyor. "You can't sell hose this kind of weather."

"Indeed I can," replied Grindstone. "If we had genuine spring weather my name would be Dennis, for then the people would have gone to the hardware stores in April to buy their hose. As it is they have given their hose requirements no thought, and the store people have done no soliciting. You may believe I watched that pretty closely the last month. Just listen to this," reading from the book on the desk:

"Judge Patterson, 100 feet woven cotton hose, coupled, \$14.20; Dr. Layton, 50 feet, \$7.10; and, let's see, here are six others, 50 feet each, besides old Joe Buck."

"You didn't get old Joe, did you?" interrupted the surveyor.

"Yes, I did," replied Grindstone. "Here he is, down for 50 feet. You see, he joined our club. Old Joe, you know, won't buy anything unless he thinks he's in on the ground floor, so when I saw him I used the same argument that was successful with the others."

"Now, Mr. Buck," I said, "if you haven't made any arrangement for the hose you will want when the water works is done, it may be possible for you, to join a club we are getting up to get good hose at the 1,000 foot price." Of course he asked lots of questions, but the proposition on its face seemed so plausible that he ordered with less hesitation than I really expected. Besides, he was taken with that five-year-old relic. You know Burns cut off about a foot and gave it to me for a sample. His expiring kick was against the odd 10 cents for the couplings, but the list of names I showed him settled that. Therefore I say with the Little Tycoon, "Never mind the weather," as I will net about \$14 out of my day's work.

"Do you know, French," he continued, as he put away the book and closed the desk, "there is an exhilarating feeling after a day like this that I enjoy more than going to parties and receptions. And it's not the money altogether, either. It's more like—" he hesitated, at loss for words to express a sensation but ill defined.

Noticing this the surveyor said sympathetically, "Yes, I know; it makes you feel as though you were of some account—as though you had done something."

"That's it exactly, French," exclaimed Grindstone. "You express my meaning with mathematical exactness."

"But see here," enquired French, moving back from the stove, "where have you stored the hose? I don't see any around."

"Why, that's the beauty of the whole thing," Grindstone replied, walking back and forth between the stove and the alcove. "I have a quotation on 1,000 feet and taken orders for 500. The doctor, old Joe and the rest understand there must be enough club members (this with a smile) to get 1,000 feet, so they are nearly as much interested as I am to secure subscribers for the remaining 500. I put up no money at all in the deal. The hose people wanted reference, so the cashier at the National said I could refer to his bank and he would fix that part. This means 60 days in which to make my collections, and there is no risk with the club members, as they are as good as gold. If I had the ready cash I could take the ten days' discount, but I don't like the idea of borrowing, and it isn't really necessary."

"You mentioned receptions a moment ago," said French. "Do you think being in society helps one in his business?"

"Suppose," replied Grindstone, "we look around at some of our townspeople and see. There is Mr. Burnside. Years ago he made the first of his lathes in his blacksmith shop, working at them at night, and while now he entertains quite often, it is evident he is bored, but makes the sacrifice for his daughter's sake, and, as the entire product of the works is shipped away, entertaining townspeople doesn't help his business. Then there is Steele, of the old hardware firm. He never has had but one or two strangers at his house for a meal, and they were horse buyers; yet he is successful and respected."

"How about Thompson?" enquired French.

"There might be an exception in his case," answered Grindstone, "his business dealings being largely with the ladies. They buy wall paper, art goods and such things to decorate the house, and I dare say it pays him to cultivate the entertainers, especially in a town of this size. In fact, I know he considers it a good advertisement to be seen at the different houses, and when he meets strangers, especially new residents, he has himself introduced as Mr. Thompson, the artist, so that, in the explanation which ensues, the stranger knows who he is, where his store is and all about the goods he has to sell."

"How is it in the case of the hardware broker?" asked French, as Grindstone put on his coat.

"Myself? Oh, I haven't been one long enough to find out. I think I may be able to answer that question tomorrow, as father will have Mr. Burnside and some more of these substantial at the house this evening, and I think in the hour of relaxation Grindstone, Jr., may be able to benefit by the kindly sentiment established through the hospitality of Grindstone, Sr. So good night."—Iron Age.

Reputation is what you are on the outside. Character is what you are in the dark or in the heart.

Hardware Price Current

Augurs and Bits			
Snell's	60		
Jennings genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	7 00		
First Quality, D. B. Bronze	11 50		
First Quality, S. B. 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.	5-16 in.	3/4 in.
BB	9	7 3/4	6 c.
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.	28		
List 12 13 14 15 16.	17		
Discount, 65 10			
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	33 3/4		
Yerkes & Plumb's	40&10		
Mason's Solid Cast Steel	30c list		
Hinges			
Gate, Clark's 1, 2, 3	60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	40&10		
Putnam	5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	2 75 c rates		
Light Band	3 3/4 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular Tubular, Doz.	5 25		
Warren, Galvanized Fount.	6 00		
Levels			
Stanley Rule and Level Co.'s	70		
Mattocks			
Adze Eye	\$17 00..dis		
600 pound casks.	7 1/2		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	70		
Screws, New List	80		
Casters, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Aeme.	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 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Selota Bench	60		
Sandusky Tool Co.'s, fancy	60		
Bench, first quality	60		

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 60
Wire nails, base	2 60
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
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, Alloway Grade	5 50
14x20 IX, Charcoal, Alloway Grade	6 50
20x28 IC, Charcoal, Alloway Grade	11 00
20x28 IX, Charcoal, Alloway Grade	13 00
Ropes	
Sisal, 1/2 inch and larger	10 1/2
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
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 50
No. 27	3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10
Shot	
Drop	1 50
B & B 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—Alloway 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
Onelda Community, Newhouse's	40&10
Onelda 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, Nickeled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought. 70&10	

Aluminum Money
Will Increase Your Business.

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

Cheap and Effective.
Send for samples and prices.

Clerks' Corner.

How John Blunt Taught the Shoe Clerk a Lesson.

Written for the Tradesman.

"Talking about slick tricks," said one of three men who was waiting his turn in a barber shop the other evening, "you never saw anything to beat a trick that was played on me when I was a youngster and clerking in a shoe store.

"In those days we didn't have the early closing, but kept open at night anywhere from 9 until 11. Our boss was a pretty good sort of an old chap and, except on Saturdays, never came back to the store after supper. This gave us fellows a good chance to fix things to suit ourselves and we arranged to take night about going home early. There never was any great rush during the evening and one clerk could handle the trade easily enough.

"It had been raining to beat the band for the greater part of the day and after Old Dull, as we boys called him, had taken his departure for home, Jim, the other clerk, dug out and left me to take care of the store for the remainder of the evening. Well, I lighted one of Old Dull's cigars and for a time made myself as comfortable as I could in his chair, with my feet on his desk. I had a sort of 'I'm-monarch-of-all-I-survey' feeling, as I sat there and listened to the rain splashing against the windows. Old Dull smoked the very best of cigars, so I punished a couple of them before I quit. It was about 9 o'clock and I was thinking about closing the store when I suddenly remembered that there was an invoice of boots in the back room which Old Dull had told me to unpack and mark. If I left them until morning he would be sure to find fault with me, so I got the bill and proceeded to open the cases. In those days we sold a great many boots. They were just as much in demand then as shoes are now for men's wear. We had a rod down the middle of the store hung with a dozen pairs of boots, tied together by the pulls. It was quite a handy arrangement, as the size was marked on the sole of each boot and you could select what you wanted at a glance. I never thought for a minute that a customer would come out in such a rain, so I worked away in the back room and left the store to take care of itself. I must have made a good deal of noise while taking the tops off of the cases, for otherwise I should have heard anyone who came into the store. At any rate the one customer of the evening came in without my hearing him. I was at work in the back room for fully half an hour. When I re-entered the store room, invoice in hand, there stood a slouchy looking fellow with a pair of boots slung across one of his shoulders. He accosted me with, 'Say, youngster, ye don't seem to keer whether ye wait on yer customers er not. I've ben a prancin' around here fer half an hour tryin' to find some one to fit a pair of rubbers on these here boots. I've tried every store in town; but thar ain't none of 'em got rubbers big enough to fit 'em.'

"Oh! that's what you want, is it?" I said. 'I'm sorry to have kept you waiting, but I think I can fix you all right.' I got the biggest pair of rubbers we had in the store, fitted them on to the boots, played smart by charging him a dollar for them, when the price was only 75 cents, and the fellow left the store, evidently well pleased. He had been gone about five minutes when I discovered

that there was a pair of boots missing from the rod in the middle of the store. We never had more than twelve pairs of boots on this rod at a time and I had filled it late that afternoon. I had been so very smart that I had fitted a pair of rubbers onto a pair of our own four dollar boots. The fellow had taken advantage of my absence to secure the boots and then played a slick trick on me besides. You could have knocked me down with a feather. What would Old Dull say when I told him? I was worried and greatly put out; but it was useless to think of following the fellow, so I closed the store and went home.

"The next morning I was telling Jim, my fellow clerk, how the country jay had fooled me, when Old Dull walked in. He had a grin as broad as a wash-tub on his face and he had that identical pair of boots and those same rubbers slung over his shoulder. I almost dropped dead, for I saw through the whole thing. The old man had fixed himself up and done a little investigating. He didn't say a word, but hung the boots up on the rod, pulled the rubbers off, and put them into the drawer where they belonged and went back to his desk. For about ten minutes you could hear Old Dull's pen scratching anywhere in that store and then he called my name. I went back to his desk and, without a word, he handed me my wages up to date. He also gave me a written recommendation which read as follows:

"To whom it may concern! William Smartly has been in my employ for one year. He is a good salesman when he is watched. He is also honest under the same conditions. If you have time to be always watching him, hire him; if you haven't, don't.

"It was a slick trick, but it was the lesson of a lifetime to me. I got employment after a while in a neighboring city; but you can bet I attended to business from the word go. I truly consider that I owe my success in business to the lesson which John Blunt taught me."

MacAllan.

The Successful Buyer, Financier, Builder and Credit Man.

The man who buys stocks judiciously—the kind the people want—no more than he can sell—at prices which will give him a reasonable profit—is a successful buyer.

The man who can make his capital go far—get it back again with an increase—do it often enough and meet his payments promptly, is a successful financier.

The man who can get customers enough to buy all he buys and keep them buying from him and increase their number constantly, is a successful builder up of business.

The man who can decide what people will pay if trusted—how much to trust them—and can curtail or cut off when they cease to be good risks, is a good credit man.

W. C. Cornwell.

A well-known business man in Chicago has this to say about advertising: "I must advertise if I would get results from the men on the road. Before I advertised, my travelers, on entering an office, would be told: 'We are not acquainted with your firm,' and in many cases found they could not secure recognition from the people, but as soon as I began to advertise I had a different experience. My men found it was equivalent to a letter of introduction from a mutual friend. 'Oh, yes, we have noted your advertisement, and feel acquainted with your house.' In this influence alone our advertisement pays, whether we get direct orders or not."

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.

HEMLOCK BARK

Highest Cash
prices paid and
bark measured
promptly by ex-
perienced men.
Call on or write
us.



MICHIGAN BARK & LUMBER CO., 527 and 528 Widdicombs Bldg.
Grand Rapids, Mich.

Grand Rapids

Bark and

Lumber

Company

Hemlock Bark,
Lumber, Shingles,
Railroad Ties,
Posts, Wood.

We pay Highest Market
Prices in Spot cash and mea-
sure bark when loaded. Cor-
respondence solicited.

419-421 Michigan
Trust Building,
Grand Rapids.

W. A. Phelps, President,
C. A. Phelps, Sec'y & Treas.

FRUIT FARM FOR SALE.

Berries in the Dew and Flush of Youth.
Written for the Tradesman.

The day was yet young, and we were smoking cigars in the little glass den which was sacred to the accounts and the personal affairs of my friend, the fat-faced commission man.

In the big wareroom outside, clerks and porters were pushing goods in on trucks and out on trucks, and the elevators were shooting up and down their dark shafts with the regularity of piston-rods set up on end.

Into this whirl of industry came from the street a tall, lean, solemn-faced man of middle age, stoop-shouldered and attired in funereal black, although the morning was warm, with a foggy and sticky atmosphere that one could almost squeeze water out of, like a sponge.

Looking through the glass partition, we saw this new arrival talking with a clerk here and a porter there, getting a good many bumps and very few responses to his enquiries. He reminded me of a man standing in a mile-wide trainyard, trying to engage in conversation with the locomotives as they pick their way over the network of tracks.

"I wonder what that chap wants?" said the merchant, presently. "I suppose I'll have to go out there and find out. The boys are pretty busy this morning."

Just then one of the busy men outside, who had bumped the stranger's shins with a crate of berries, pointed to the office door, and in a moment the man stood rapping upon it, his eyes fixed apprehensively on a procession of barrels that had just started down the ware-room floor.

"Come in," said the merchant, opening the door with a pleasant smile on

his face. "I wouldn't dare go out there myself now. The boys have just ten minutes to do thirty minutes' work in, and they have started in to win out. Something I can do for you?"

The stranger threw himself into a chair and mopped the sweat from his face with a big white handkerchief that reminded me of a flag of truce.

"Yes," he said, "I want you to do a favor for me. Do you ever meet people who want to buy fruit farms?"

"Occasionally."

"I thought so. I've got one I want to sell."

"Where is it?"

The stranger named a little station not far away.

"What do you ask for it?"

"Oh, if you know of any one that wants it, he can have it at his own price and pay for it when he gets ready. But he's got to take it off my hands right away. Yes, right away. Before anything else gets ready for market."

"Don't like fruit farming, eh?" asked the merchant, with a merry twinkle in his eyes.

"Well," was the slow reply. "I think there's other things rather more in my line. You see, I've always lived in large cities, selling goods at retail, and keeping books, and such like. I was reared in the country, and always clung to the hope that some day I would have a little place of my own, with a shady orchard back of the house, and a brook running through it, and birds' nests in the maples in front, and climbing roses trailing over a wide porch, and hens to greet the rising sun with their merry clatter. You understand?"

"I think I do. And you finally got such a place?"

"And when I used to sit down in a city restaurant to eat a meal in the assortment of atmospheres coming from the basement, and the kitchen, and the street, and the other customers, I used to dream of smiling fields with emerald lines drawn about them by the hand of the Master, and apples shining through the leaves of great trees, and berries with the dew and the first flush of youth upon 'em. Yes, and waving, rustling corn, and tomatoes ripening in the sun. Oh, I had it all figured out."

"And finally it all came true?" asked the merchant.

"Well, I worked and saved until I got the place, and I moved on it last spring. That's the place I want to sell."

"How are the crops coming on?"

"Oh, the crops are all right, such as they are. I'm harvesting a bushel of potato bugs a day, and there is a little green, gentlemanlylike bug that is coming on well. I'm using something green on the potatoes, something blue on the plums, and something brown on the currant bushes. The cherries will be all one-sided, like a boxing-glove, because I used the wrong color on them. They have to have something blue from a barrel. The apples are all stung, and the currants are doing the best they can without any leaves to shelter them. I don't want any more smiling fields with emerald lines about them."

"But the strawberries ought to be all right."

"Yes, there's lots of strawberries. I get up in the morning and go out carolling a merry song and seize them in the first flush of youth, just as I had it figured out. The birds echo the song from the tree, and the freight man

knocks the bottoms out of the boxes. And I guess he puts trunks on top of the crates, too, for the berries in the last boxes that were sent back to me in a damaged condition were not as thick as the fruit in a Canal street pie.

"I came to town and got some pickers, but they were all boys, and it took them so long to steal my eggs and chase the calf into the swamp, and wade in the brook and get sick, and walk on the vines, and stone the birds, and ride on the pigs, and milk the cow in the middle of the day, that they couldn't pick many berries.

"You paid me four cents a quart for some of the berries, so I am not very much out on them. I brought another load into town to-day, on my wagon, to save freight, and a man down here offered me three cents a quart for them."

"Did you sell them?"

"No," was the reply, "I drove down here in the crowded tenement district and piled them up on the pavement. Then I told a lot of boys to watch them and came away. When they've had time to steal 'em all I'm going back there and ask the boys down to the farm so they can pick their own fruit. If you'll send a man out there to buy the place, I'll give you half."

The stranger arose with a perfectly grave face and went away. I didn't want the farm, so I left, too, for the merchant made a low offer on it.

Alfred B. Tozer.

A Generous Offer.

"Didn't I promise you a whipping if you disobeyed me?" asked his mother. "Yes; but I'll release you from the promise, ma," replied Johnnie, diplomatically.

It's a Mighty Pleasant Feeling

To sit at home in the evening after a hard day's work and know that your business is making you money! Wouldn't you like to experience this sensation of making your business pay—making it earn dividends? You can if you will only put the **MONEY WEIGHT SYSTEM** in your store—for the whole secret lies in weighing your goods in their money value and making your customers pay you exactly what they are worth. Have you talked with our salesman lately?

Our scales are sold on easy monthly payments.



THE COMPUTING SCALE CO., Dayton, Ohio

Eggs

Observations by a Gotham Egg Man.

I came across some more washed eggs last week. It is a pity the packer was not there to see them. He would have quit this seductive and ruinous practice of trying to make dirty eggs clean. The weather had been warm and the effect on the washed stock was "something fierce." The eggs looked nice and clean when the cases were opened, but the smell was strong enough to pull a train, a large proportion of the stock being rotten with a big R. These goods sold for a song; had they been left dirty and unwashed they would have been worth much more. This is one of the few cases where the use of water for cleaning must be condemned.

* * *

As for egg grading it is well for shippers to consider that the summer season brings a greater discrimination in egg qualities than any other. When it gets warm and most of the eggs arriving contain a large proportion of sunstruck and heated eggs, dealers who have first-class trade have considerable difficulty in getting stock to suit their best customers. It is then that there is nearly always a demand for better qualities of eggs than can easily be found and there are buyers who would pay a substantial advance over the price of usual qualities could they find just what they want. There is a grade specified by the rules of the Exchange called "extra;" its requirements at this season are 80 per cent. fresh, reasonably full, strong and sweet; balance, other than the loss, may be slightly defective in strength and fullness, but must be sweet; loss must not be over 1 dozen per case to sell at mark; must be free from small or dirty eggs. I am inclined to think a shipper in a good section of the country who could put up stock to meet these requirements would find it profitable to do so. Even if so close a grading is not adopted we should strongly advise shippers to throw out more of the dirty, small and defective eggs than they generally do. Sales of eggs are ranging fully 2½¢ per doz. on usual receipts on a case count basis and the top results are enough higher than the average to make even a partial grading profitable.

* * *

There are all sorts of ways adopted in making second and third grade eggs and the value of them varies a good deal accordingly. The aim should be to pack together all such eggs as would have by themselves about the same selling value. In making a close assortment of eggs in the spring of the year, when nearly all eggs are fresh and sound, the separation is simplified, the different grades consisting simply of large and small, with clean and dirty of each, and checks. But in hot weather we have these different qualities multiplied by the various conditions of the stock. Any shipper desiring to candle and grade very closely for the New York market will find it necessary to make at least four grades—including the checks—and the best results will be obtained by putting in each all those eggs which have about the same value. After talking with some practical egg sellers about this matter I think the relative value of the different qualities should induce grading about as follows:

First grade, all good-sized clean eggs of good to perfect strength and body.

Second grade, all good-sized clean

eggs which are too weak to go in No. 1, but not badly heated, and all the large, sound dirties of good strength.

Third grade, weak dirties of good size, but not badly heated.

Fourth grade, sound checks, all very small eggs whether clean or dirty, and such larger clean and dirty as are badly heated but still good enough to ship at all.

Rots should be carefully kept out of even the lowest grades and no checked eggs should be packed which are not sound to begin with or which are so much broken as to leak.

As to packing it should be remembered that a little loss from breakage amounts to as much as the whole cost of the fillers. Good, sound and substantial fillers should be used exclusively, even for the lower grades. And, in fact, for cracked and checked eggs a strong filler is especially necessary and adds materially to the condition and value of this class of stock.

Of course the relative value of the above grades would vary according to the closeness of the assortment, but I am quite sure that the total amount realized would be more than if all were packed together or if only two grades were made aside from the checks. And stock packed after that formula could be sold at mark all the time. In grading to make extras the Exchange rules should be carefully complied with.—N. Y. Produce Review.

Good Advice to the Farmers.

From the Orange Judd Farmer.

An abuse in the agricultural trade that ought to be stopped is farmers' long-time notes. Farmers can not afford to give notes for the purchase of implements, fertilizers and other supplies, because they can usually get money at less cost. If you borrow \$1,000 at 6 or 7 per cent. per annum, so as to get the lowest possible spot cash price for whatever you have to buy, you will probably save at least 10 per cent. on your purchases over and above interest. This is far more prudent than to give notes at high rates in payment for goods bought at long prices. Yet many farmers utter the latter form of notes who would hesitate to borrow money at a bank or of a local lender. Both forms of notes are equally an obligation that the farmer must meet. Agents and manufacturers are partly to blame for this abuse and would gladly welcome any reform that would get the business closer to a cash basis. The latter way of doing business is better for all concerned, as it vastly reduces expenses and losses.

New Image of Time.

"Here," said little Arthur's father, "you've made a blunder in this picture. Your figures are well drawn, but you have made a horse with wings to represent Time. That isn't right. The horse with wings is Pegasus, the steed on which the poet is supposed to ride. Time should be represented by an old man with a scythe."

"Well," the boy replied, "people often say 'Time flies,' don't they?"

"Yes."

"And then there's something about 'taking time by the forelock,' isn't there? If time isn't a horse with wings how can it fly and be taken by the forelock?"

Picking Chickens by Electric Power.

From the Kansas City Times.

One of the employes at Cudahy's packing house has invented a device for extracting the feathers from chickens that is a considerable improvement over the old way of picking them by hand. There is a receptacle in which the fowl is placed after being killed and into this are turned several cross currents of air from electrical fans revolving at the rate of 5,000 revolutions per minute. In the twinkling of an eye the bird is stripped of its feathers, even to the tiniest particles of down, and the machine is ready for another.

D. O. WILEY & CO.

DETROIT, MICH.

COMMISSION MERCHANTS

ESTABLISHED 1868.

BUTTER, EGGS, FRUIT, PRODUCE

References, Dun or Bradstreet.

Consignments Solicited.

Please Mention Tradesman.

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.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WE BUY FOR CASH

Eggs and Butter

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

R. Hirt, Jr.,

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.



TRADE MARK

High Prices

All other markets are easier, but we are getting good prices. We want 500 crates of Eggs every week to supply our trade, at 11c delivered. The place to ship is where they need the goods and can sell on arrival and send returns.

Butter

Is in demand at good prices. All choice stock is selling on arrival at 15¢@16¢. Don't fail to make us at least a trial shipment, as we can save you money.

PHELPS, BRACE & CO., Detroit

E. A. BRIDGE, Manager Produce Department

Walker Egg & Produce Co.,

54-56 Woodbridge Street, W. 24 Market Street, 484 18th Street, Detroit, Mich.
150 King Street, 161-163 King Street, Chatham, Ontario.

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.

References: Any Detroit or Chicago bank.

THE BELGIAN HARE.

Breeding them Becoming a Craze Throughout the Country.

Quite a large number of persons have engaged in Belgian hare breeding throughout the country, and the breeders are well distributed. It is a very popular occupation in California and there are also a considerable number of breeders in the East, and especially in New York. In fact, nearly every Northern and Western State has become the home of the Belgian hare to a considerable extent. A National Belgian Hare Club of America has been organized, and has adopted a score card going fully into the details of Belgian hare excellence. Much has been written on the subject recently in the magazines and agricultural press, the substance of which is in part the following:

The Belgian hare differs materially from all other hares or rabbits in a number of important particulars: Their ears are longer, there is a greater length of head and the meat is lighter; they are nearly three times as large as the common rabbit, they bear confinement well and thrive admirably in close quarters. In color they are a rich rufous red, which is carried well down the sides and hindquarters, shading into a golden tan, and they are plentifully "ticked"—that is, the tips of the hairs are black, which gives a wavy appearance to the coat.

While Belgian hare culture at present partakes a good deal of the nature of pet stock growing, the hare nevertheless has a high economic value. Its ability to stand close confinement makes it thrive even in back yards of city homes. It is cleanly, easily kept, very prolific and its meat is one of the choicest table delicacies. The meat has been characterized as "the rich man's luxury and the poor man's friend," so that the culture of the hare seems to have a solid, economic basis in a business way. When raised for market purposes it is most profitably killed at the fifth month, when it ought to weigh from five to six pounds. In flavor it is said to surpass poultry and there is no waste, all the flesh being eatable. Being grain fed, it is without the strong gamey flavor peculiar to the wild rabbit. It is said that a single doe will raise from four to five litters a year, with an average of eight to the litter. It is subject to few diseases and until it matures, at, say, about six months, grows very rapidly.

Several enquirers ask advice whether it would be wise to engage in the business of breeding the hare. This is a point upon which we have no personal experience, and therefore are not able to speak positively about it. If half that is told concerning the work by those who have been engaged in it be true, a great deal of money has already been made in Belgian hares, the sales of some breeders being fully equal to those made by many prominent breeders of pure bred cattle. We are without statistics in regard to the number of the breed in this country. Warning, however, has already been given in some quarters that there will be a good many hares of impure breeding—grade, we might say—offered to the public during the coming season. We therefore advise those of our readers who are meditating investment in the work to be particularly cautious in dealing only with reputable breeders, whose assurances about the breeding of what they have for sale can be relied upon as true.

There is, however, another side to the Belgian hare question, which is con-

tained in the following letter received by us from the Northwestern Hide & Fur Co., of Minneapolis, Minn.:

We have received an immense number of enquiries to know what we are paying for Belgian hare skins. Thousands of farmers throughout the country are being humbugged by being induced to go into the Belgian hare business. The press has been imposed upon by the shrewd manipulators of this scheme. They say that immense fortunes are made by raising the hares for market. They inform the press that the skins are worth from 50c to \$2 each and that the meat finds ready sale in all the leading markets of our country at 20c per pound. There is no demand whatever for the skins and there is no regular market for them in any of the cities of this country. The fur in this country is used only for hatters' stock, worth 1 to 2 cents each. Belgian hare skins from foreign countries can be dressed and dyed for less than one-fourth what these humbugs claim the raw skin is worth here. It is the poorest and cheapest of all furs, being so tender that there is no wear to it. There is one part of this in which there is no fake, and that is the wonderful way in which they increase in numbers. We prophesy that in less than ten years, when those who have the animals now turn them loose, they will multiply so fast that they will become a pest as bad as the rabbits are now in Australia. Then the states will be called upon to pay a bounty to get rid of them.

The Kansas City Journal says: Butchers have started selling Belgian hare meat. They are asking 25c a pound for it. The Belgian hare men say hotels will take all they can get at that price. The meat is good; it is white, it is tender, it is rich, and the rabbits will be slaughtered instead of bred. It costs no more to feed a big rabbit (hare) than a small one (cotton tail), and from four to ten times the weight is secured. The Belgian hare men say the craze is general, but that there is no fear of the rabbits becoming a pest.

Silk from a Spider's Web.

One of the most novel exhibits at the Paris Exposition is a complete set of bed hangings manufactured in Madagascar from silk obtained from an enormous spider known as the halabe, that is found in great numbers in certain parts of the island. The French have been investigating the value of this fibre at their technical school at Antananarivo and have reached the conclusion that the production of silk from this spider is worthy to become an important industry.

Mr. Nogue, the head of the school, says that each spider yields from 300 to 400 yards of silk thread. After the thread has been taken from the spider it is set free and ten days later is ready to furnish another supply. The silk is of a brilliant, golden color and is finer than that of the silk worm, but its tenacity is remarkable. It can be woven without the least difficulty.

Pawnbrokers in the Storage Business.
From the New York Sun.

Storage of household effects in New York is not as remunerative as formerly, according to the statement of one in the business. "This season," he continued, "we have the pawnbrokers for competitors. Many persons who have small lots of silverware and a few articles for winter wear of value pawn instead of storing the same. It is not because such persons are hard up, but in doing this they have the use of the money and obtain storage at the same time. They do not hypothecate with the idea of getting as much as they can; on the contrary, they pawn for small amounts. The people who do this would never admit pawning anything. They call it storing. It is done under a pawnbroker's license, just the same."

Always remember that your best customer consults his own interests in dealing with you. Few persons are so generous as to prefer others before themselves.

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

**58 AND 60 W. MARKET ST.
121 AND 123 MICHIGAN ST.
BUFFALO, N. Y.**

Unquestioned responsibility and business standing. Carlots a specialty.
Quotations on our market furnished promptly upon application

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

The New York Market

Trend of the Grocery and Produce Trades.

Special Correspondence.

New York, June 16—The coffee market has been an interesting one to "those whom it may concern" during the week and the close sees a firm and advancing situation. Advices intimating a good deal of damage to crops have been received and they appear to come from generally reliable sources. The estimated next crop of Rio is given as 2,250,000 bags, and of Santos 5,000,000. Sellers are not at all anxious, if one can judge by appearances, to part with holdings, and buyers are apparently realizing that they might as well take fair-sized lots at quotations. Rio No. 7 is worth 8 $\frac{1}{2}$ @8 $\frac{3}{4}$ c. In store and afloat the amount aggregates 736,734 bags, against 1,161,356 bags at the same time last year. Mild coffees are very firm, although the volume of business is not larger than usual. Good Cutaca is held at 10 $\frac{1}{4}$ c. East India sorts are firm, but with no great amount of business going forward.

Little, if any, change is perceptible in teas, but there still seems to be a feeling that the present is a good time to buy. Stocks are not large, apparently, and no one knows what the uyshot of the trouble in China may be, and altogether the trend is upward. Buyers are not falling over each other to lay in large supplies, however, and conservatism rules.

Sugars are booming. There is now said to be a difference between the cost of raw and the selling price of refined amounting to 88c and the trust will pay a good big dividend. Granulated was marked up another 10 points on Thursday, making the list 5.70. The raise was made by all refiners and they claim to be oversold two or three weeks. Raws are firm.

There have been a number of orders received for Japan rice, mostly from the West, but, taking the situation "by and large," there is precious little doing. During the fore part of the week exporters were doing a little, but as they seem to have supplied their wants, there is nothing going on. Prices are practically unchanged.

The spice market is quiet; sellers are confident and not inclined to make concessions. Singapore black pepper is well held at 12 $\frac{1}{2}$ @12 $\frac{3}{4}$ c. Cloves have met with a little better demand, but the market generally shows room for improvement and this is not immediately looked for.

Offerings of molasses are light and prices are firmly adhered to. There is little demand, however, for the better sorts, most of the enquiries being for cheap grades, and even for these there is no great rush, buyers seeming to prefer to wait and get along with the least possible amount through the hot months. Quotations are identical with those prevailing for several weeks. The demand for syrups is light and the general situation unchanged. Prime to fancy sugar, 21@28c.

The pea pack is proving very disappointing in Maryland, and Western packers, it is said, are withdrawing from the market in hopes of realizing better prices in the future, as will quite likely be the case. Salmon shows rather more activity, but buyers are not yet in a mood to take large lots and there seems no particular anxiety on either side. Tomatoes are meeting with more favor and are quite firmly held at recent quotations. Corn is about the duller article on the market and No. 2 standard New York is worth not over 75c. Maine, 85@90c.

In dried fruits nothing of interest has been noted during the week. Currants are a little firmer, but there has been scarcely any appreciation in prices. The trade is awaiting with some interest the future of the Pacific coast combine and prices are hardly firmly fixed. Give California a good high tariff and a solid combine and she will ask for nothing more—unless it be higher tariffs and a more solid combine.

Lemons and oranges are both meeting with ready sale and the market is firm

all around. Sicily lemons range from \$3.75@4.75. Bananas are a little lower, but, as supplies are not very large, it is likely there will be no further decline. Aspinwalls are worth, for firsts, per bunch, \$1.35. Pineapples at the moment are rather quiet, but prices are firm and Florida reds are worth from \$2.75@3.75, as to size. Havanas, 8@14c each, and Puerto Rico, 35@50c each.

The bean market during the week has been quiet for nearly all sorts. Arrivals are not very large. Marrows, choice, \$2.20; medium, choice, \$2.12 $\frac{1}{2}$; pea, choice, \$2.27 $\frac{1}{2}$ @2.30; red kidney, \$2.12 $\frac{1}{2}$ @2.15; white kidney, \$2.30. Green peas are quiet at \$1.12 $\frac{1}{2}$ in bags and \$1.17 $\frac{1}{2}$ in barrels.

The butter market has had its ups and downs, but the close sees prices advanced over the beginning of the week and, with a fairly satisfactory demand, the situation favors sellers. Best Western creamery is held quite generally at 19c and stock not quite so good is firm at 18c, with thirds to seconds 16@17 $\frac{1}{2}$ c. Exporters have been doing quite a large business, and could they have made purchases at a little less than they are really obliged to pay, it would have been a banner week. There is no undue accumulation and the outlook is quite satisfactory to the seller. Western imitation creamery, 15@17c; factory, 14 $\frac{3}{4}$ @16c.

The cheese market is practically unchanged, although possibly the tone is rather firmer than a week ago. Quotations, however, are about nominal. The country markets are generally reported firm and prices there are so high that they necessarily affect the situation here. Large size, full cream cheese, New York State make, is held at 9 $\frac{1}{2}$ c.

Arrivals of eggs almost invariably show deterioration and stock sells for very small figures. Really desirable goods of Western production will bring 14c, but this is probably top.

Georgia peaches are expected in large supply by the end of next week and, indeed, are quite largely "in evidence" now. Two cars Thursday sold from \$1.75@2 for large and \$1@1.50 for small. A car of tomatoes from Mississippi sold at auction from 75@90c per crate Friday. This is a new departure in the method of disposing of tomatoes, as only two cars have been so sold.

Raising Broilers For Market.

Correspondence Massachusetts Ploughman.

One must be more or less of a specialist to raise broilers successfully for market, and unless the business is thoroughly understood it is discouraging. I would not advise anyone to start in this work without a long course of preparation. That can come only through general experience with poultry, and then by attempting to raise a few broilers each year for market, increasing the output year by year, and making additional facilities and improvements as the returns warrant it. To hatch out a chick and make it grow to the broiler size just when the market demands it must all be accomplished through artificial methods. It is going contrary to all of nature's rules, from the time you put the egg in the incubator until you kill and pluck the bird for market. Consequently we must understand, not the laws of nature, but the rules that all have learned through long years of experience.

In every lot of young broilers some will grow much faster than others, and it will be necessary to make an early classification of the strong and weak. Otherwise the strong will crowd down the weak ones, take most of the food, the best of everything, and actually keep them from growing properly through fear and intimidation. Keep the weak ones together and the strong chicks by themselves, and it may be even a third division will improve matters. Growing chicks should never be crowded, and when the days are warm enough they should be given all the outdoor exercise possible. When they have to work for their food they have a good digestion, and when they have that few troubles or diseases will bother them.

Early responsibility makes one think.

CELERY!

LOW PRICES,
QUICK SHIPMENTS,
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.

SEEDS

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

FIELD PEAS

Can fill order quickly at right prices.

MOSELEY BROS.,

26-28-30-32 OTTAWA ST., GRAND RAPIDS

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,
Grand Rapids, Mich.

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.

BOUR'S COFFEES MAKE BUSINESS

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

MAKING SAUERKRAUT.

German Methods Closely Followed in this Country.

A recent official communication from the United States Vice-Consul at Magdeburg, Germany, brought sauerkraut, one of the specialties of the place, to the attention of the reading public. In this report the Vice-Consul says that efforts to ascertain how the sauerkraut was manufactured were unsuccessful, because the concerns where he asked for information look upon their process as a valuable business secret which is their chief stock in trade, and then he gives, as near as he could ascertain, the process of manufacturing this popular German food article:

Take a number of heads of white cabbage, as fresh as possible, and cut them into fine, long shreds. Place in layers in barrels or kegs, strewing salt over each layer, using one-half a pound of salt for each twenty-five cabbages. Press the mass down with clean feet, wooden shoes or a heavy stamper. Place a cover on the barrel and upon this lay a heavy stone. This presses the sauerkraut more and conserves it better. The sauerkraut must then be allowed to ferment in a cellar for from three to eight days, according to the temperature of the room. The barrel should then be tightly closed and kept in a cool place, preferably in a cellar.

Fancy grades are produced by pouring white wine into the barrels after they are filled, and apples, chopped very fine, are also sometimes mixed with the cabbage.

A local dealer who sells large quantities of sauerkraut says that the process as described is correct, except the bare feet part. That is an old fable that had its origin on the minstrel stage, where it took well.

"The German," said the delicatessen man, "when he came to this country in large numbers in the forties, did all in his power to make his new home like the one he left behind. It was not enough to have German churches, turnvereins, singing societies and schools; they had to have their lager beer and their sauerkraut, which was dearer to them than baked beans and hard cider were to their neighbors. As the German population increased the cabbage became a better source of income for the farmer, because nearly every German family laid in its stock of sauerkraut every fall. Men made it a business to do the cutting, and with their board, in which knives were inserted, made the rounds, preparing the cabbages for their customers. This man was known as 'Der Krauthobler.' The article was so distinctively German that in the days of Know-Nothingism it was not unusual to hear the term 'Sauerkraut Dutchman' used.

"But the American became a consumer of the fermented cabbage as well as of the German's lager beer, and the Krauthobler worked for himself and sold his product by the quart, as his customers wanted it. But it wasn't 'like mother used to make,' and to satisfy the fastidious Germans the homemade article was imported from Europe, and the Magdeburg sauerkraut became a popular article in the American grocery business."

There are several large manufacturers of the article in New York, one of whom said: "We have the same cutting and pressing machinery here as they have in Europe, but the quality of the cabbage is not quite up to that of the German article. When we can get Long Island cabbage at from \$5 to \$7 a ton we can make sauerkraut here to sell at 15 cents a gallon, and at that price

can keep out the German article; but when the raw material costs more than that, the German kraut gives us a hard rub, although there is an import tax of 40 per cent. on it."

The European article is imported in large casks and repacked here in small barrels, and one dealer puts it up in pound cans, which contain also a few small pieces of German sausage each.

"Empty one of these cans into a pot," he said, "and put it on a hot stove, and the smell will make you think you are in Dorfkneipe, but it may also induce your neighbors to call in the Board of Health."

Russian Regard for Eggs as Easter Souvenirs.

Easter is celebrated in Russia with great ceremony, and the custom of giving elaborate Easter eggs has been carried to extravagance by the wealthy and aristocratic people in St. Petersburg; but no other Russian women have such collections of Easter eggs as the young Czarina and the Dowager Empress.

It has, for many generations, been a court custom for the reigning Czar to give his wife at Easter time an egg containing some handsome gift, usually a souvenir of some particular event, and the present Czar and his father, Alexander III., have always observed the old custom. The two Empresses have, with considerable misgivings, it is said, allowed their Easter egg collections to go to Paris and be placed on exhibition in the Russian section of the Exposition, and the French dramatic temperament is deeply stirred and moved by this testimony to the intimate and cordial relations between the two nations. From the Easter eggs are being hatched fraternal sentiments and touching enthusiasm with regular incubator expedition and despatch. Many of the eggs are exceedingly interesting as objects of art.

The first received by the present Czarina was given to her in the year of her coronation. It is a large golden egg, enameled in rose color, and contains a tiny and perfect model of the state carriage in which the young bride rode to the Moscow cathedral on her wedding day. The coach is of gold, cushioned in red enamel and hung with tiny silver curtains which can be drawn on gold wires. The Imperial crown in beautiful diamonds ornaments the panels.

The last Easter egg added to the Czarina's collection was presented this year and encloses a splendid jeweled heart set in rare, many colored gems and surrounded by twenty-five tiny miniatures, portraits of the members of the Russian royal family.

Among the collection of the Dowager Empress is one egg that commemorates a family storm and a royal problem. Nicholas II., the present Czar, when a boy, had, as all the world knew, a most irrational and vehement love affair. Society was shocked, the heir apparent's fond parents were distressed, and altogether there was very interesting exhibition of the tempest that Cupid can, upon occasion, stir up in a royal family. Nicholas was hurriedly sent around the world to complete his education and, as usual, time and absence reduced the royal heart to its normal condition, but the Empress grieved greatly over the separation from her son, and on Easter of that year the Czar gave her an egg, inside of which was a model of the ship in which her rebellious lad was sailing away from heart entanglement. A goldsmith of famous skill had spent ten months making the ship, which was solid gold, mounted on a beryl stone, and was complete and accurate in every detail, down to the smallest cable.



Keep Your Eye on Silver Brand Vinegar

These goods are the best offered on the markets of Michigan to-day.

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.

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

Write us when in the market.

Kalamazoo Case & Cabinet Co.,

Kalamazoo, Mich.

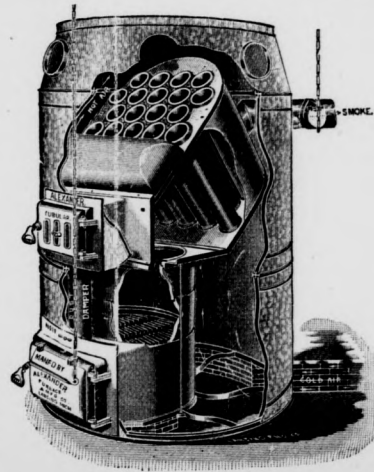
Alexander Tubular Furnaces

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

We are also manufacturers of the Cline Automatic Acetylene Gas Light Machine, which is the safest and most economical acetylene gas machine on the market.

**Alexander Furnace & Mfg. Co.
Lansing, Michigan**



The Meat Market

Excellent Advertisements for Retail Meat Markets.

Here are some advertisements, gathered from different sections of the country, which should have a place in your scrap book, if you keep one, and I presume that you do if you are interested in the subject discussed every week under the above heading. James J. Weldon, of Pittsburg, uses from a quarter

FRESH MEAT

- Bovling Beef, per lb. 4c
- Round Steak, per lb. 11c
- Tenderloin Steak, per lb. 15c
- Sirloin Steak, per lb. 14c
- Rib Roast, per lb. 12c

SMOKED MEATS

- Ham, home cure regular hams, per lb. 10 1/2 c
- Bovling Ham, home style, slices, per lb. 20 c
- Dried Beef, shipped to order: ask to see it. Per lb. 19 c

JAS. J. WELDON,

Corner Market St. and Third Ave.,
PITTSBURG, PA.

to a full page of space in the Pittsburg Press every day, and has made such a success of it that he recently opened a branch market at Sharpsburg, Pa., which will also be advertised every day. In addition to his three markets in Pittsburg, he has five others in Pennsylvania. Each of the other advertisements here reproduced is reduced from ones occupying much larger space in the original. The New Brunswick, N. J., advertisement has an illustration of a lamb frisking over a hill. It's a copyright picture, so we have to omit it. An advertiser of long experience, in speaking of this, his favorite subject, gives some advice that may be useful. "In writing advertisements," he says, "study the rhetorical and grammatical points of your language fully as much as you do the typographical appearance of your advertisement or the force of your argument. Have no fear that your language will be above the appreciation of your readers. If you think you have a command of English that is above the ap-

Spring Lamb

is now a favorite in the dinner bill of fare. It's our specialty, and trying to beat us is as absurd as starting in town after the race is over. When we lead, we're followed because being with us is making a trip to satisfaction. Keep an eye on your table, because you get your living from it. Also the best Beef, Veal and Mutton, Broilers and Squabs.

Valentine Schmidt,

340 George St. New Brunswick, N. J.

preciation of your average customer, you will be very badly mistaken—yes, very badly indeed. What reason on earth have you to suppose so? You are spending your whole time watching your expense account, engrossed with business—what is your average housewife doing? She is reading good literature at every spare moment—you'll find a half dozen good magazines in her house right now, and ten to one she belongs to some literary club. Don't be afraid; all the good English that you may command will be appreciated. Use it, and the best of it, on all occasions—the absence of it will offend the cultured, while the most illiterate will in-

stinctively give it due respect. Good rhetorical English is the refinement of language—did you ever see anyone, no matter how boorish he might be, who couldn't appreciate politeness?" To this I wish to add that too much

Washington Market

JOS. NEWMAN, Proprietor

816 Walnut Street,
KANSAS CITY, MO.

In order to make you thoroughly acquainted with our store and stock, we quote you the following low prices on the best goods:

- We handle only the choicest meats, and take special pains in cutting to suit taste.
- Hamburg Steak, per lb. 10c
- Loin or Porterhouse Steak, per lb. 15c
- Legs of Lamb, per lb. 15c
- Round Steak, 10c; Shoulder Steak, 2 lbs. for 15c; 5-lb. pall Swift's Lard, 50c; 10-lb. pall, 90c.

language is the fault of some advertisements. To be effective the body of any advertisement should be short, crisp and snappy.—Jonathan Price in Butchers' Advocate.

Census Facts from a Bath Tub.

One of the young men who are calling upon the public for statistics for the United States census met with an amusing incident Tuesday. His district is in the suburbs of this city, and calling at one house he rang the bell several times without obtaining any response. As he was going out by the yard, however, he noticed that the windows were open but screened, and as he passed by one of these a feminine voice called:

"Who's there? What's wanted?"

"I'm taking the United States census," replied the enumerator.

"I'm taking a bath," came the quick response of the unseen voice.

Somewhat disconcerted by this reply the enumerator announced that he would call again.

"But can't I answer your questions from here?" continued the bather.

Finding that there were only two in the family the enumerator thought that she could. So, sitting down on the grass beneath the window, with his book spread out upon his knees for a table, he asked the required questions through the window and as the answers came from behind the curtain they were entered upon his schedule. The two questions, "Are you white or black?" "Male or female?" were answered with a tone that indicated that the enumerator ought to know without asking. But then what could the poor fellow do? He couldn't see the fair respondent.

Italian Sausage Seasoning.

No. 3.

- 4 lbs. pepper.
- 8 ozs. coriander.
- 7 ozs. pimento.
- 10 lbs. salt.

No. 4.

- 3 lbs. pepper.
- 6 ozs. mace.
- 6 ozs. thyme.
- 1 1/2 ozs. garlic.
- 4 1/2 lbs. salt.

No. 5.

- 5 lbs. pepper.
- 3 1/2 ozs. saltpeter.
- 9 ozs. pimento.
- 1 1/2 ozs. bay leaf.
- 2 1/2 lbs. salt.

No. 6.

- 1 lb. pepper.
- 3 ozs. coriander.
- 1/2 oz. cloves.
- 1/2 oz. garlic.
- 2 1/2 lbs. salt.

Gratitude

Is said to be a lively expectation of future favors. You have some grateful customers that will be more watchful of your store if you introduce DIAMOND CRYSTAL SALT—"The salt that's all salt." It is the only thoroughly healthful table salt; the only perfect dairy salt.

Diamond Crystal Salt

There is solid satisfaction for the purchaser in every ounce of DIAMOND CRYSTAL SALT and its purity and cleanliness are a standing advertisement for the grocer that handles it. Get the people into the habit of looking to you for the best things in the trade.

Can we send you our Salt Booklet?

Diamond Crystal Salt Co., St. Clair, Mich.

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.

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.

The commercial traveler should make his offers with a cheerful countenance and in a distinct voice, condensing his words as much as possible, and exert himself to show off to the best advantage the profits he is authorized to grant. If he has any samples to exhibit, let his aim be to have them so looked at as to direct the attention of the buyer first of all to the cheapest and most desirable article in his possession. If he succeeds in having goods examined, all will be clear sailing. In the meantime remarks made by the buyer, to which he should pay strict attention, are sure to furnish him a key to his other wants. Then, as soon as he has gained his point with respect to articles upon the purchase of which a decision has been reached, without loss of time he should set to work to arouse interest in behalf of the article of which he believes his customer to be in need, making him understand that his house can let him have the goods cheaper, or at least just as cheap as any one else; that the new business connection would be greatly appreciated and everything be done to retain the good will of the new customer. In a word, convince your patron that every possible advantage would be granted him, and that he would never have cause to regret having opened an account with your house.

At the stores of retailers, wives and daughters, salesmen and saleswomen in many instances have considerable influence when it comes to giving orders. The commercial traveler should ascertain whether this is so or not as soon as he can. If he is a quick observer he will easily learn his way to do this. Glances and remarks passed between the proprietor and the above-mentioned persons, perhaps a certain nervousness on his part, if his wife has the upper hand or a formidable clerk has much to say in the business of the house, suggests the best way to act in order to reach the desired results. In all such cases the commercial traveler must shape his conduct according to circumstances. He will do wisely to direct his attention almost exclusively to the persons whose influence will help him to gain his purpose, but not to such a degree as to give offense to the head of the firm. Should the principal himself introduce him to the women of the establishment, he ought to be strictly on his guard against contradicting their tastes. Let him praise whatever they admire, at the same time not forgetting to point out the excellence of other articles among his samples. Should he find that it is impossible to get an opening for his goods, he had better drop talk about them for a while, and change the dis-

course in the manner to make it appear that all thoughts of business have been abandoned. Now is the opportunity for a smart, well-bred young man to play the amiable and show himself in the best light. Let your customer have a good laugh with you and much is already accomplished. Then carry on the conversation with great policy, proceeding until you think that you have made a favorable impression and inspired a certain confidence. Gradually take up the abandoned thread of business talk, and, when it appears to you that the right moment has come for renewing the proposition which proved a failure a while ago, it is not improbable that, notwithstanding the first refusal, you will have the satisfaction of obtaining orders. Are the conditions favorable, the commercial traveler ought to set to work earnestly, but without being indecently urgent in his solicitations. I think that if he follows these instructions he will be gratified with a success won by his tact and good management in spite of adverse circumstances. There is a vast difference between getting but a very small order and no order at all, for the difficulty of opening a new account with a firm has been successfully overcome in the first mentioned case, and this is an important point gained.

Although occasionally it might prove of value for the commercial traveler to hint in an off-hand way that he has received orders from other firms in the same town, still it would be the height of stupidity to tell the fact right out, as many of the brotherhood are in the habit of doing, that Mr. John Smith, for example, has to-day bought goods at such or such a price, and mentioning all the particulars of the sale, with the addition that the man solicited, if he will give the order, shall get the same articles at a much lower rate. Any one who has an eye to business can in a moment see what this talk means. Besides, the commercial traveler who adopts such mistaken measures in his attempt to do business will certainly lose the confidence of the man addressed, for no sensible person can think otherwise than that the agent would say exactly the same thing to a third and fourth customer as to the first and second. Without doubt a customer has the right to feel sure that the amount of his order and the prices he paid for goods will not be made known to any business competitor, and he certainly would be little disposed to give his orders to an agent who shows a readiness to gossip about the affairs of neighboring merchants. The commercial traveler who is wise will either avoid talk about purchases made of him in the place where he is doing business, or will say very little, always avoiding, in this case, the mention of details. And this even when questions are asked about them, for, although, it may be, pleased for the moment at having their curiosity satisfied, people will, as a rule, look with suspicion upon the imprudent discloser of other people's business, believing, and not unjustly, that such a man would manifest the same willingness to reveal their secrets to others. Discretion in business matters will always have its reward in the esteem of others, which readily develops into their confidence.

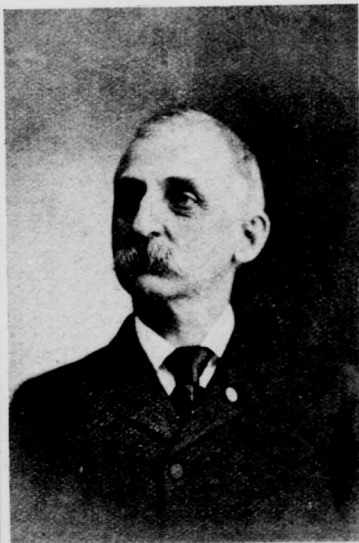
Fred J. Ephlin has resigned his position with the Dunwoody, Bros. Co., of Denver, and resumed his connections with Lautz Bros. & Co., of Buffalo, covering Western Michigan, the same as before. Mrs. Ephlin is with her parents at La Porte, Ind., in very feeble health.

Having Fun With Honest John.

Kalamazoo, June 18—At the last meeting of Kalamazoo Council, United Commercial Travelers, the following resolutions were unanimously adopted:

Whereas—Our brother, the venerable counselor of our order, for reasons unknown to this order and for his personal advancement, has seen fit to associate himself with those who have been bereft of reason, and we, as fellow counselors, believe he has himself become insane over the subject of office and kindred matters and fearing for our personal safety and the good of the order; therefore be it

Resolved—That this order, having worked for his advancement in office, and feeling that he has used the same for political pull, detrimental to the best interests of the fraternity, do render a



bill to him for time spent in such efforts.

Resolved—That we have him examined before a board of three competent physicians, to be appointed by the chair, to ascertain his mental equilibrium, and if he be found deficient to ask him to resign or to compel him to set them up to the order.

Resolved—That the sympathies of this order be extended to the family of the demented brother, and that we extend the right hand of fellowship of our order and request that they guarantee his dues and assessments.

Resolved—That these resolutions be spread upon the rolls of the order, and one sent to the bereaved family and the same be published in each of the daily papers.

Laurence Verdon,
E. F. Zander,
C. W. Ihling,
Committee on Resolutions.

Wherein Girls Are Hampered in a Business Career.

The success of anyone in any line of work depends upon the spirit in which she takes it up. The following story, which came under notice recently, and which is true, will illustrate this better than any explanation:

A young girl had tried for a long time to get a position in one of the leading dry goods stores in a big city. Finally her persistence was rewarded by the promise of a trial. She was put at the handkerchief counter during a "bargain sale." The first morning she was there a gentleman came by and stopped at the handkerchief counter, looking carelessly at the goods and the prices which were marked on each box. She did not wait for him to ask for anything special, but she immediately drew his attention to some handkerchiefs which were really a "fine bargain." He did not seem inclined to buy, but she was so interested to make the sale and talked so intelligently about them that the customer

took half a dozen of the handkerchiefs. When Saturday night came and she was paid her salary, she received a sum much in advance of that which had been promised her. She took it at once to the head of her department, thinking there must be a mistake, but she was assured it was all right. "Do you remember selling a half dozen handkerchiefs to one gentleman, the first morning you were here?" she enquired. "Why, yes, I remember," she replied, "but what has that to do with it?" "Simply this—that was the head of the firm; and he was so pleased that he enquired about you and said that any girl who could sell his own goods to a proprietor was worth a good salary and a steady place, so he ordered you put on the pay roll at the wages I have just given you, with the promise of a raise as soon as it is possible."

A thing like this isn't likely to happen every day, perhaps, but of one thing you may rest quite assured, my dear girls, simple eye service is noted more frequently than you imagine, while the honest, hearty rendering of duty will find the reward. Not long ago a prominent business man said to the writer, when we were talking over the reason why so few young men really succeed, some things that will bear repetition for the girls who think seriously of a business life. "The boys"—and he might have said the girls, too—"in the store whose watches are always on time at the dinner or closing hour are the ones who will not advance in business; while those who are asking for more to do, instead of making apologies for work not finished, are those who find room at the top of the ladder and who do not complain of the crowd at the foot." It is the Bible's own "in-season-and-out-of-season" work that brings good results. Perhaps another reason why women do not oftener attain a high position in mercantile life is because they do not "learn the business" as a boy does. When a girl seeks a position in a store she expects a living salary at once. The immediate need of money is the force which impels her to work; she must be her own bread-winner. A boy expects to give a certain time to learning the details of business and takes a place at first with very small remuneration and works his way to the more profitable position.

Cora Stowell.

Supreme Court Kills Law Requiring \$5,000 Bond.

Lansing, June 14—The commission men and produce brokers won a signal victory in the Supreme Court to-day when the law passed at the last session of the Legislature requiring them to give a bond of \$5,000 for honest dealing with shippers was held unconstitutional.

The law was passed in obedience to a demand from the Fruit Growers' Association, but the commission men refused to comply with it, and as a result the fruit raisers of the southern part of the State have sustained a considerable loss on their strawberry crop through the failure of brokers to take hold of it.

An action was brought in the Berrien County Circuit Court, resulting in the law being declared unconstitutional, and the decision of the Circuit Judge was to-day practically affirmed by the Supreme Court. No opinion was filed, but the Court announced that the law was contrary to the provisions of the constitution.

There are now forty pearl button factories in Iowa, working up shells procured from the river beds. Nearly 1,500 people are employed in the factories alone.

Drugs--Chemicals

Michigan State Board of Pharmacy

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.

Coarse Paper for Powder Puffs.

Every woman in New York to-day who aims to keep up with the latest processes in beautifying has a little package of square papers pasted like a book between two pasteboard covers, to be torn out for use whenever they are needed. A woman living on the upper west side invented the substitute for powder and powder puff, and a knowledge of its convenience spread so rapidly that she can hardly supply the little books rapidly enough. Over the face of brittle brown paper is thinly scattered an almost imperceptible layer of powder. It is not that, however, which accomplishes the result secured by the use of the powder, but some medicinal quality said to be imparted to every sheet by the invention of the maker. A piece of the paper rubbed over the face gives the clear look of the constant use of the powder puff, although no trace of the cosmetic is noticeable, and for that reason this new substitute is particularly useful when time is short.

What the papers really seem to do is to absorb all the grease in the skin and this combined with the small amount of powder which the papers contain gives a woman the fresh and spotless look to be expected just after she has left the toilet table. If any one sees a woman rubbing her face with a small square of brown paper, it is not to be attributed to any eccentricity on her part nor to economy nor a desire to save her handkerchief; it is for the sake of the freshness that comes from the use of the absorbent paper and the faint layer of above colored powder applied to it.

Depilatory Cream.

A depilatory cream which is used largely in the New York hospitals for the removal of hair from the skin previous to operations has the following formula:

Barium sulphide, 3 parts.
 Starch, 1 part.
 Water, q. s.

The mixed powders are to be made into a paste with water, and applied in a moderately thick layer to the parts to be denuded of hair, the excess of the latter having been previously trimmed off with a pair of scissors. From time to time a small part of the surface should be examined, and when it is seen that the hair can be removed the mass should be washed off.

The barium sulphide should be quite fresh. It can be prepared by making barium sulphate and its own weight of charcoal into a paste with linseed oil, rolling the paste into the shape of a sausage, and placing it on a bright fire to incinerate. When it has ceased to burn, and is a white hot mass, remove from the fire, cool and powder.

The Drug Market.

Opium—There is no change in the primary market and the new crop will

be ample for consumption. On account of new dealers entering the market, competition has reduced the price $2\frac{1}{2}$ ¢ per lb.

Morphine—Is unchanged.

Quinine—Is very firm. The present price is below the cost of production. Good demand would probably advance the price from 3@5¢.

Acetanilid—Is firm at the advance and manufacturers are quoting a uniform price and maintain it.

Carbolic Acid—Has declined and is now down to prices ruling before the war in South Africa.

Citric Acid—Is very firm at the advanced price.

Cuttle Fish Bone—Is very firm. The reports from this season's catch are very conflicting, but would indicate a small catch. Prices are likely to rule higher.

Menthol—Is firm and has advanced.

Oil Anise and Cassia—Are very firm, although it is believed the trouble in China will not affect the price.

Oil Wintergreen—Small stocks are reported and holders are firm and asking higher prices.

The same may be said of oil sassafras.

Linseed Oil—Is unchanged.

Chinese Quackery.

There are quacks in China as well as in other countries, and during a short visit I paid to the Temple of Horrors, I had ample opportunities to see how the masses are gulled. In this place are many small sections, showing malformations of the human body and life-size figures, picturing the punishment for violation of laws, human, national and religious. In front of these small sections would be some learned man, who, for a small consideration, would fix up your eyes, pull a tooth, reform your morals, or prognosticate your future. The place was crowded with humanity and it was a sight to see the look of reverence on the face of the patient as the learned man gave him instructions as to his complaint. The fortune tellers were doing a land office business.—W. A. P. in Era.

Chocolate Emulsion of Cod Liver Oil.

The following was contributed by a member of the Kings County Pharmaceutical Society several years ago:

Decoc. Irish moss (2 to 100), 5 ozs.
 Cod liver oil, 8 ozs.
 Glycerin, 2 ozs.
 Powdered chocolate, 1 oz.
 Essence vanilla, 3 drs.

Triturate the powdered chocolate with mucilage, and heat until a uniform mixture is obtained. When cold, add the cod liver oil and glycerin and beat up with an egg beater. Wm. Mixton.

Florentine Hair Tonic.

The following is often used:

Alcohol, 12 ozs.
 Castor oil, 2 ozs.
 Cantharides tincture, 1 oz.
 Orris root tincture, 1 oz.
 Clove oil, 20 m.
 Lemon oil, 20 m.
 Bergamot oil, 1 dr.

Color, if desired, with a little alkanet root. Some add two grains quinine to the ounce.

Martin Neuss.

Lotion for Chapped Hands.

Quince seed, 4 drs.
 Salicylic acid, 2 grs.
 Glycerin, 8 ozs.
 Eau de cologne, 2 ozs.
 Distilled water, 16 ozs.

Mix the quince seed with enough water to form a mucilage, macerate and strain. Dissolve the salicylic acid in the cologne water, add the glycerin and the remainder of the water.

Examination Session of the Board of Pharmacy.

Ann Arbor, June 18—The Board of Pharmacy will hold a meeting for the examination of candidates for registration at the Star Island House, St. Clair Flats, on Monday and Tuesday, June 25 and 26, commencing at 8 o'clock p. m. on the 25th. All candidates must be present at this hour. The examination will occupy the evening of the 25th and the morning, afternoon and evening of the 26th.

Candidates must file their applications with the Secretary at least one week before the examination, and furnish affidavits showing that they have had the practical experience required.

Applications for examination and blank forms for practical or college experience may be obtained from the Secretary.

Applications must be made out from some city, town, village or place in Michigan.

Other examinations will be held during the year as follows:

Sault Ste. Marie, August 28 and 29, commencing at 9 o'clock a. m.
 Lansing, November 7 and 8, commencing at 9 o'clock a. m.

A. C. Schumacher, Sec'y.

An Opium War.

From the New York Commercial.

Opium is responsible for a good deal of crime in the world, and if there is a great war that leaves China dismembered and bleeding it will not be difficult to trace it to this drug. Whether more blame will rest upon the Chinese for using opium, or upon England as a nation for pushing the traffic in the Empire, is a question which need not be discussed now.

China has long been the market for the opium which England raised in India, and it can not be denied that this trade, infamous or otherwise, has been maintained against the wishes of the Chinese government. Indeed, it was the formal protest of China against the opium traffic which led England to make her first demand for an "open door." This demand was ostensibly for a broader commerce, but really that the exportations of opium from India, a trade that was valuable, should not be restricted.

Then came the complications over the killing of missionaries, in which other nations were interested. This was the beginning of China's trouble with the Powers, and it certainly looks as if it might result in her ending. Before this new war for humanity is too far advanced it is well enough to recall its origin and inspiration.

Carbonated Water to Relieve Hunger.

Water charged with carbonic acid gas—in other words, soda water—is now prescribed as a palliative for hunger, especially for an abnormal sense of hunger due to disease. Carbonic acid gas has the singular property of lessening the sense of hunger, and may profitably be remembered in dealing with cases of diabetes, in which bulimia (abnormal hunger) is a prominent symptom. The seat of hunger is found in the solar plexus. By the use of water charged with carbonic acid gas the branches of the solar plexus distributed through the mucous membrane of the stomach are influenced in such a way that the abnormal irritation of the plexus, which is the foundation for the ravenous hunger often present in diabetes and certain forms of indigestion, may be greatly mitigated, if not wholly appeased. Water charged with carbonic acid gas may likewise be employed with advantage in many cases of hyperpepsia, in which there is a sensation present in the stomach described by the patient as a gnawing sensation, "goneness," emptiness, etc.

The Pharmacopeia Revision.

The convention which meets once in ten years to adopt rules and arrange for the revision of the United States Pharmacopeia held their sessions in Washington recently. A number of new features were decided upon. Average doses are to be added. The nomenclature

is to be changed as little as possible. Assay processes and tests for purity, identity, etc., will be increased. Introductions of general formulas for classes of preparations were suggested. Metric system in weights and measures will be retained. The scope of the work is to be enlarged so as to include many of the new synthetic remedies, but preparations having unlimited proprietary or patent rights are to be excluded. The convention decided to organize permanently as a corporation. Dr. Charles Rice was again elected chairman, and it is expected that the new pharmacopeia will be out a little earlier than has been customary.

Phosphorus and Morphine Poisoning.

Potassium permanganate has been proposed as an antidote for these poisons, the effect depending upon the powerful oxidizing action of the salt. Since large doses of potassium salts are toxic, the remedy can not always be used in sufficient quantity and for this reason Schreiber substitutes sodium permanganate. Experiments with animals showed this to be as effective as the potassium salt and applicable without danger in larger doses. The author recommends in cases of poisoning by phosphorus or morphine to irrigate the stomach with a 0.2 per cent. solution and to leave at the end a pint of the solution in the stomach.

Lead in a Siphon Head.

The testing of siphon heads or other articles for the purpose of determining if lead is present is a very simple one and may be satisfactorily done by any one: The modus operandi is as follows: On the surface place a little strong nitric acid, and with a splinter of wood rub it over a surface as large as a twenty-five cent piece, allow it to dry, then two drops of potassium iodide should be dropped on the same place. If the tin contains lead, a bright yellow crust of iodide of lead will form on the spot. The test is a very simple one, yet thoroughly reliable, and is decisive.

The Use of Aromatics.

Dr. Sharpshel says the use of aromatics in prescriptions is for the following six reasons:

1. To contribute a pleasant taste.
2. To induce an agreeable odor.
3. To produce a desirable color.
4. To conceal the identity of drugs.
5. To prevent changes by decomposition.
6. To enhance, harmonize, or modify the action of certain drugs.

An English Pharmacopeia.

Efforts are being made to harmonize the American and English pharmacopeias so as to make them more uniform and secure greater harmony throughout English speaking parts of the world. This is a very important movement and there is no good reason why they should not be substantially uniform on all important matters.

Among the employees in the Treasury Department at Washington are three or four blind women typewriters, and so satisfactory has their work been that it is proposed to engage more next year. Their work is as good as the best of the operators with full sight, it is said, and has forced their superiors to expect as much from them in dictation and copying as if they were in complete possession of their faculties.

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

SALT FISH

Table listing various salt fish products like Georges cured, Georges genuine, Grand Bank, Strips or pricks, Pollock, Halibut, Chunks, Herring, Holland white hoops, etc.

Table listing Herring products: Holland white hoops, Holland white hoops/bbl, Holland white hoop, keg, Holland white hoop mchs, Norwegian, Round 100 lbs, Round 40 lbs, Sealed, Blotchers.

Table listing Mackerel products: Mess 100 lbs, Mess 40 lbs, Mess 10 lbs, Mess 8 lbs, No. 1 100 lbs, No. 1 40 lbs, No. 1 10 lbs, No. 1 8 lbs, No. 2 100 lbs, No. 2 40 lbs, No. 2 10 lbs, No. 2 8 lbs.

Table listing Trout products: No. 1 100 lbs, No. 1 40 lbs, No. 1 10 lbs, No. 1 8 lbs.

Table listing Whitefish products: 100 lbs, 40 lbs, 10 lbs, 8 lbs.

SEEDS

Table listing various seeds: Anise, Canary, Smyrna, Caraway, Cardamon, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Cattle Bone.

SODA

Table listing Soda products: Boxes, Kegs, English.

SPICES

Table listing various whole spices: Allspice, Cassia, China in mats, Cassia, Batavia, in bund, Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, shot.

Pure Ground in Bulk

Table listing Pure Ground in Bulk products: Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochlin, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, Cayenne, Sage.

STARCH

Table listing Starch products: Kingsford's Corn, Kingsford's Silver Gloss, Common Corn, Common Gloss.

Table listing Kingsford's Silver Gloss products: 4-1 lb. packages, 20-1 lb. packages, 6 lb. packages, 20-1 lb. packages, 4-1 lb. packages, Common Gloss, 1-lb. packages, 3-lb. packages, 6-lb. packages, 40 and 50-lb. boxes, Barrels.

Table listing Stove Polish products: Kingsford's Corn, Kingsford's Silver Gloss, Common Corn, Common Gloss, 1-lb. packages, 3-lb. packages, 6-lb. packages, 40 and 50-lb. boxes, Barrels.

Table listing Stove Polish products: Kingsford's Corn, Kingsford's Silver Gloss, Common Corn, Common Gloss, 1-lb. packages, 3-lb. packages, 6-lb. packages, 40 and 50-lb. boxes, Barrels.

SUGAR

Table listing various sugar products: 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, Cut Leaf, Crushed, Cubes, Powdered, Coarse Powdered, XXXX Powdered, Standard Granulated, Fine Granulated, Coarse Granulated, Extra Fine Granulated, Conf. Granulated, 2 lb. cartons Fine Gran., 2 lb. bags Fine Gran., 5 lb. cartons Fine Gran., 5 lb. bags Fine Gran., Mould A, Diamond A, Confectioner's A., No. 1, Columbia A., No. 2, Windsor A., No. 3, Ridgewood A., No. 4, Phoenix A., No. 5, Empire A., No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16.

SYRUPS

Table listing Syrup products: Corn, Pure Cane, Fair, Good, Choice.

TABLE SAUCES

Table listing Table Sauces: LEA & PERRIN'S SAUCE, The Original and Genuine Worcestershire.

TEA

Table listing Tea products: Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Nibs, Siftings, Fannings.

Gunpowder

Table listing Gunpowder products: Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy.

Young Hyson

Table listing Young Hyson products: Choice, Fancy.

Oolong

Table listing Oolong products: Formosa, fancy, Amoy, medium, Amoy, choice.

English Breakfast

Table listing English Breakfast products: Medium, Choice, Fancy.

India

Table listing India products: Ceylon, choice, Fancy.

TOBACCO

Table listing Tobacco products: Scotten Tobacco Co.'s Brands, Sweet Chunk plug, Caddilac fine cut, Sweet Loma fine cut.

VINEGAR

Table listing Vinegar products: Malt White Wine, 80 grain, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver.

WASHING POWDER

Table listing Washing Powder products: Rub-No-More, No. 0, per gross, No. 1, per gross, No. 2, per gross, No. 3, per gross.

WOODENWARE

Table listing various woodenware products: Baskets, Bushels, wide band, Market, Willow Clothes, large, Willow Clothes, medium, Willow Clothes, small, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Clothes Pins, Boxes, gross boxes, Mop Sticks, Trojan spring, Eclipse patent spring, No 1 common, No. 2 patent brush holder, 12 lb. cotton mop heads, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre, Tub, 20-inch, Standard, No. 1, 18-inch, Standard, No. 2, 16-inch, Standard, No. 3, 18-inch, Dowell, No. 1, 20-inch, Dowell, No. 2, 16-inch, Dowell, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Droyze Globe, Brouce, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, Yeast Cake, Yeast Foam, 1 1/2 doz, Yeast Foam, 3 doz, Yeast Cream, 3 doz, Magic Yeast 5c, 3 doz, Sunlight Yeast, 3 doz, Warner's Safe, 3 doz.

Crackers

Table listing Crackers: The National Biscuit Co., quotes as follows: Butter, Seymour, New York, Family, Salted, Volvenerine, Soda, Soda XXX, Soda, City, Long Island Waters, Zephyrette, Oyster, Faust, Farina, Extra Farina, Saltine Oyster, Sweet Goods-Boxes, Animals, Assorted Cake, Belle Rose, Bent's Water, Buttercrisp, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Taffy, Cracknels, Creams, Iced, Cream Crisp, Crystal Creams, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, lg. or sm., Ginger Snaps, N B C, Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Honey, Lady Fingers, Lemon Wafers, Marshmallow, Marshmallow Walnuts, Mary Ann, Mixed Picnic, Milk Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Penny Gem, Pilot Bread, XXX, Pretzels, hand made, Sears' Lunch, Sugar Cake, Sugar Cream, XXX, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp.

Grains and Feedstuffs

Table listing Wheat products: Wheat, Winter Wheat Flour, Local Brands, Patents, Second Patent, Straight, Clear, Graham, Buckwheat, Eye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Ball-Barnhart-Putman's Brand, Diamond 1/2s, Diamond 3/4s, Diamond 5/8s, Worden Grocer Co.'s Brand, Quaker 1/2s, Quaker 3/4s, Quaker 5/8s, Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s, Pillsbury's Best 3/4s, Pillsbury's Best 5/8s, Pillsbury's Best 1/2s paper, Pillsbury's Best 3/4s paper, Pillsbury's Best 5/8s paper, Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s, Duluth Imperial 3/4s, Duluth Imperial 5/8s, Lemon & Wheeler Co.'s Brand, Wingold 1/2s, Wingold 3/4s, Wingold 5/8s, Olney & Judson's Brand, Ceresota 1/2s, Ceresota 3/4s, Ceresota 5/8s, Worden Grocer Co.'s Brand, Laurel 1/2s, Laurel 3/4s, Laurel 5/8s, Laurel 1/2s and 3/4s paper, Meal, Bolted, Granulated, Feed and Millstuffs, St. Car Feed, screened, No. 1 Corn and Oats, Unbolted Corn Meal, Winter Wheat Bran, Winter Wheat Middlings, Screenings.

Wheat

Table listing Wheat products: Wheat, Winter Wheat Flour, Local Brands, Patents, Second Patent, Straight, Clear, Graham, Buckwheat, Eye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Ball-Barnhart-Putman's Brand, Diamond 1/2s, Diamond 3/4s, Diamond 5/8s, Worden Grocer Co.'s Brand, Quaker 1/2s, Quaker 3/4s, Quaker 5/8s, Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s, Pillsbury's Best 3/4s, Pillsbury's Best 5/8s, Pillsbury's Best 1/2s paper, Pillsbury's Best 3/4s paper, Pillsbury's Best 5/8s paper, Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s, Duluth Imperial 3/4s, Duluth Imperial 5/8s, Lemon & Wheeler Co.'s Brand, Wingold 1/2s, Wingold 3/4s, Wingold 5/8s, Olney & Judson's Brand, Ceresota 1/2s, Ceresota 3/4s, Ceresota 5/8s, Worden Grocer Co.'s Brand, Laurel 1/2s, Laurel 3/4s, Laurel 5/8s, Laurel 1/2s and 3/4s paper, Meal, Bolted, Granulated, Feed and Millstuffs, St. Car Feed, screened, No. 1 Corn and Oats, Unbolted Corn Meal, Winter Wheat Bran, Winter Wheat Middlings, Screenings.

Spring Wheat Flour

Table listing Spring Wheat Flour products: Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s, Pillsbury's Best 3/4s, Pillsbury's Best 5/8s, Pillsbury's Best 1/2s paper, Pillsbury's Best 3/4s paper, Pillsbury's Best 5/8s paper, Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s, Duluth Imperial 3/4s, Duluth Imperial 5/8s, Lemon & Wheeler Co.'s Brand, Wingold 1/2s, Wingold 3/4s, Wingold 5/8s, Olney & Judson's Brand, Ceresota 1/2s, Ceresota 3/4s, Ceresota 5/8s, Worden Grocer Co.'s Brand, Laurel 1/2s, Laurel 3/4s, Laurel 5/8s, Laurel 1/2s and 3/4s paper, Meal, Bolted, Granulated, Feed and Millstuffs, St. Car Feed, screened, No. 1 Corn and Oats, Unbolted Corn Meal, Winter Wheat Bran, Winter Wheat Middlings, Screenings.

Fresh Meats

Table listing Beef products: Carcass, Forequarters, Hindquarters, Loins No. 3, Ribs, Rounds, Chucks, Plates, Pork, Dressed, Loins, Boston Butts, Shoulders, Leaf Lard, Mutton, Carcass, Spring Lambs, Veal, Carcass.

Provisions

Table listing Provisions: Barreled Pork, Mess, Back, Clear back, Short cut, Pig, Bean, Family, Dry Salt Meats, Bellies, Briskets, Extra shorts, Smoked Meats, Hams, 12 lb. average, Hams, 16 lb. average, Hams, 20 lb. average, Ham dried beef, Shoulders (N. Y. cut), Bacon, clear, California hams, Boneless hams, Boiled Hams, Picnic Boiled Hams, Berlin Hams, Mince Hams, Lards-In Tierces, Compound, Kettle, 55 lb. Tubs, advance, 80 lb. Tubs, advance, 50 lb. Tins, advance, 20 lb. Pails, advance, 10 lb. Pails, advance, 5 lb. Pails, advance, 3 lb. Pails, advance, Sausages, Bologna, Liver, Frankfurt, Pork, Blood, Tongue, Headcheese, Beef, Extra Mess, Boneless, Rump, Pigs' Feet, Kits, 15 lbs, 1/2 bbls., 40 lbs, 1/2 bbls., 80 lbs, Tripe, Kits, 15 lbs, 1/2 bbls., 40 lbs, 1/2 bbls., 80 lbs, Casings, Pork, Beef rounds, Beef middles, Sheep, Butterine, Rolls, dairy, Solid, dairy, Rolls, creamery, Solid, creamery, Canned Meats, Corned beef, 2 lb., Corned beef, 14 lb., Roast beef, 2 lb., Potted ham, 1/4s, Potted ham, 1/2s, Deviled ham, 1/4s, Deviled ham, 1/2s, Potted tongue, 1/4s, Potted tongue, 1/2s, Oils, Eocene, Perfection, XXX W. W. Mich. Hdit, W. W. Michigan, Diamond White, D. S. Gas, Deo. Naphtha, Cylinder, Engine, Black, winter, Barrels, Fancy Nuts, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shelled No. 1.

Stick Candy

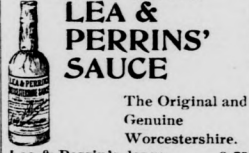
Table listing Stick Candy products: Standard, Standard H. H., Standard Twist, Cut Loaf, Jumbo, 32 lb., Extra H. H., Boston Cream, Beet Root, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, English Rock, Kindergarten, French Cream, Dandy Pan, Hand Made Cream, mixed, Nobby, Crystal Cream mix, Fancy-In Bulk, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monumentals, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, 35 lb. pails, Molasses Chews, 15 lb. pails, Pine Apple Ice, Iced Marshmallows, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, 80 lb. Cream Buttons, Pep. and Wint., String Rock, Burnt Almonds, Wintergreen Berries, Caramels, No. 1 wrapped, 3 lb. boxes, Penny Goods.

Fruits

Table listing Fruits: Oranges, Fancy Navels, Extra Choice, Late Valencia, Seedlings, Medt. Sweets, Jamaica, Fancy Valencia, Lemons, Strictly choice 300s, Strictly choice 300s, Fancy 300s, Ex. Fancy 300s, Extra Fancy 300s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg., 10 lb. boxes, Extra Choice, 10 lb. boxes, new Suprma, Fancy, 12 lb. boxes new, Imperial Mikados, 18 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Persians, P. H. V., lb. cases, new, Sairs, 60 lb. cases, Nuts, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazils, new, Filberts, Walnuts, Greenoles, Walnut, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shelled No. 1.

Candies

Table listing various candies and nuts: Stick Candy, Mixed Candy, Fancy-In Bulk, Caramels, Fruits, Oranges, Lemons, Bananas, Foreign Dried Fruits, Figs, Nuts, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazils, new, Filberts, Walnuts, Greenoles, Walnut, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shelled No. 1.



Getting the People

Advertising Which Pays and Some Which Does Not Pay.

M. M. Brackney, of Big Rapids, sends in the accompanying advertisement for criticism. Its defects are many. In the first place the type used in the heading is almost unreadable and, in the second, the wording is not good. It is the old story of glittering generalities—of claims that could be made of any stock of shoes from Maine to California. In the space occupied by this advertisement, Mr. Brackney could

Swell Shoes and Oxfords for Graduation Exercises

We have a large stock on hand of the hand-somest, easiest, coolest and most up-to-date shoes and oxfords made. An inspection will convince you that we are justified in our claims. From the lightest and daintiest to the most substantial, our lines lead everything. The finest and most fashionable leathers, most correct and latest shapes.

M. M. BRACKNEY,
108 So. Michigan Ave., Fairman Block.

have described and illustrated three or four of the different styles of "Swell Shoes and Oxfords," about which he has so much to say, and such an advertisement would have been far more convincing than his present one. Generalities in an advertisement do not pay, never have paid and never will pay. The human mind demands something definite.

* * *

Geo. A. Roof, of Big Rapids, is announcing a prize pumpkin contest. His announcement is reproduced herewith. It seems like a good idea, but the difficulty with it, so far as I can see, lies in the fact that he can not produce any particularly good results until October 27 of this year—and that is a long way off. An advertising scheme of this character should always be arranged with

FREE PRIZE OFFER!

Grand prize Distribution by Geo. A. Roof the Shoe Man of Big Rapids.

Some people think they are some punkins, other people think they are more punkins; but everybody agrees that pumpkins are a very good thing to have around, especially when they become delicious home-made pumpkin pies. To stimulate the production of good, solid pumpkins in Big Rapids and in Mecosta and Newaygo counties, I will give the following prizes for the heaviest pumpkins produced within said territory: 1st. For the heaviest pumpkin, one pair \$4 shoes. 2nd. For the second heaviest pumpkin one pair \$3.50 shoes. 3rd. For the third heaviest pumpkin one pair of \$3 shoes. 4th. For the fourth heaviest pumpkin one pair of \$2.50 shoes. 5th. For the 5th heaviest pumpkin one pair \$2 shoes. Either in Gentlemen's or Ladies', as the winners choose, and for any style at above regular prices. Every one in Mecosta or Newaygo counties is entitled to compete for these prizes except my own family. Pumpkins to be entitled to entry in this contest must be delivered at Roof's Shoe Store, Big Rapids, Mich., on or before 12 o'clock noon (standard time) of Saturday, October 27, 1900, and they shall be inspected and weighed by a disinterested committee of three, to be named later beginning at 1:30 o'clock p. m. of same day—Saturday, Oct. 27—and on the decision of said committee the prizes will be awarded, their decision being final. All pumpkins so entered shall be and become the property of said Roof's Shoe Store. No person shall be entitled to make more than one entry nor to receive more than one prize. Bring on your pumpkins.

I shall open a new clean stock of shoes in my south store next to Citizens Bank about June 15.
GEO. A. ROOF.

a view to getting immediate results in the way of increased business, and if I were to run a pumpkin scheme I should allow each contestant to make one entry for each dollar's worth of goods purchased between now and the date of awarding the prizes. With each purchase I should issue certificates, stating that the holder would be entitled to compete for the prizes, and to make one entry for each dollar's worth of goods purchased, as shown on his certificate. In this way I would be able not only to

increase my trade at the start, but I would also be able to make the contest more interesting by offering more valuable prizes than Mr. Roof is offering.

* * *

The Hamilton Clothing Co., of Traverse City, usually puts out quite attractive advertising matter. Its advertising is usually plain, straight, common-sense talk, and convincing from that very fact, but the other day their advertisement writer slipped a cog somehow or other, with the following result:

Don't Come In Out Of The Wet

unless you feel so disposed—it's a positive pleasure to be out in a storm with a good Mackintosh and Umbrella for protection.

Our Mackintoshes Keep the wet Outside

Splendid all wool Trecoat Coat at \$4, \$5, \$6, up to \$12 for best made.

It Doesn't Pay to Repair Old Umbrellas

when such good ones may be had of us at 50c, 75c and \$1; Silk and Wool goods at \$1.50, \$1.75, \$2 and \$2.25.

HAMILTON CLOTHING CO.

The man who wrote that top paragraph did not mean what he said. He can not make me believe, and I do not believe he can make anybody else believe, that it is a positive pleasure to be out in the rain, no matter if you have a good mackintosh, umbrella or a portable gravel roof over you for protection. Advertising that makes wild, rash statements of that character does not do any good. It hurts, just the same as extravagant claims made in a store hurt the reputation of the store and disgust possible buyers. The remainder of the advertisement is good enough, but, after reading the heading and introductory paragraph, one does not feel much inclined to believe anything else that he is told.

* * *

It is always a very good plan in writing an advertisement to be sure that you know what you are going to say before you start it, otherwise the advertisement may turn out very much like the cap the little girl started to make for her doll—which turned out to be a pair of "panties." The Michigan Sewing Machine and Organ Co., of Owosso, has evidently failed to take this precaution. It says, "The country has been flooded with cheap wheels and their worthlessness has been shown." Later on it

A Reaction

is evident with wheel buyers this year. "The country has been flooded with cheap wheels, and their worthlessness has been shown. Everyone is looking for a better class of bicycle, and the old standard makes are leading in all sales. We have such well-known makes as

The Gendron, Reliance, Crescent, Ferris and Waldo.

As well as many others. We have new bicycles at \$15, \$16.50, \$17.50 and upwards. A full line of sundries, tires, etc., at cut prices. Don't send your money away until you see what we can do for you. Call or send for catalogue. Our guarantee means something.

Michigan S. M. & Organ Co.,
Owosso, Mich.

says, "We have new bicycles at \$15, \$16.50, \$17.50 and upwards." If these are not cheap wheels, what in the name of Heaven are they? The fact of the matter is it is hardly possible to advertise cheap wheels and those of the standard grade in the same advertisement. Every argument you make in favor of the good wheel hurts the cheap one, and if you try to talk up the cheap wheel you usually succeed in making it appear

Bug Finish

The effective potato bug exterminator.

Years of trial have demonstrated its superior advantages.

Bug Finish kills the bug, fertilizes the vines and improves the potatoes. Imperfectly mixed Paris green compounds injure the vines and make potatoes unfit for use.

Bug Finish is sold extensively and at a low price. Write for circular and terms to dealers.

Bug Finish Co.

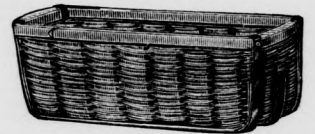
Grand Rapids, Mich.

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.

==Weatherly & Pulte==

97 & 99 Pearl St.
Grand Rapids, Michigan

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.

WORLD'S BEST

S.C.W.

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



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.

Established 1868.

Galvanized Iron Cornice Skylights

Sheet Metal Workers and Contracting Roofers. Write us for prices before placing order.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

that it is robbery to charge \$40 or \$50 for a bicycle. The only way to do is to advertise the two grades separately, where one will not detract from the other and come out and tell the truth about the cheap bicycles. Talk to your customers rationally. Tell them the points of your better grade of wheels, show them how careful construction and fine finish control the price, then, in advertising the cheap wheels, talk to them something after this fashion: "If money is an object to you and you don't feel that you can afford the \$40 or \$50 that we ask for our highest-grade wheel, look at our \$25 wheel. It is not as good as the best—of course, you could not expect that—but it is a thoroughly honest, reliable wheel and the very best value for \$25 that we know of. Or if you want to go lower, we have wheels as low as \$15, and mighty good \$15 values they are." It pays to talk to your customers frankly and candidly. Your advertisement may not bring so many people to the store as if you had advertised that your \$25 wheels were the equal of any \$50 wheels on the market, but the people who do come will be people who are ready to buy and not merely lookers.

* * *

Here is another of those patent, ready made, meaningless advertisements about which I was talking a couple of weeks ago. It starts out with "The Increase of Chinese Labor" and winds up with "Furniture and Hardware." I suppose this idiotic sort of advertising will con-

The Increase of Chinese Labor

Threatens the American laborer, and much thought should be given to its suppression. You should also give much thought about buying

Furniture and Hardware

And save money. You can do that by buying of
FOSTER BROS.
Fine Hardware, Furniture and Undertaking.
Exchange Street.

tinue as long as people can get electrotypes and readymade advertising at a very low price, but there is one thing certain—the only two people who make any money on the deal are the man who sells the electrotypes and the publisher of the newspaper.

* * *

Here is another advertisement from Slayton's Laundry, Kalamazoo. I do not recollect having seen any laundry ad-

Collar Edges Smoothed

Ironed on a special machine so they are as smooth as glass. We call it "Slayton's edge" because it's the height of perfection. Both women's and men's collars have this edge. Send your next parcel of soiled linen here if you want to know what collar comfort is. Collars are two cents and our work is worth it too.

Slayton's Electric Laundry

TORRY J. SLAYTON, Proprietor
Office and Works, Uptown Office,
117 S. Edwards St. 119 North Burdick.
Phones 286.

vertising so consistently and uniformly good as that put out by Mr. Slayton. If his laundry work is as good as his advertising, I am not at all surprised that he has been obliged to open an uptown office.

* * *

The Sample Furniture Co., of this city, has always appeared to be a progressive concern and its advertising in the Grand Rapids papers has been decidedly good. It is rather startling,

therefore, to read in its advertisement in the Greenville and other country papers that "the Furniture Exposition is just over." The advertisement containing this statement has evidently been running since February of this year. There is some comfort, however, in the thought that if it runs undisturbed for two months more it will be up to date again—very much on the principle of the man with the watch that was never right. He stopped it for the reason, as he said, that when it was not running it was bound to be right twice a day. The Sample Furniture Co.'s advertisement will "be right," on this principle, twice a year, but it does seem a pity that so progressive a house should waste money by purchasing newspaper space and not making the proper use of it.

W. S. Hamburger.

Prolonging the Life of Farm Machinery.

Most farming tools are used during only a fraction of the year. Diversified farming requires a great variety of tools and agricultural implements. The average farmer lays these aside in a hurry, and generally neglects to oil the polished parts of plows, spades, sickles, etc., and when he again wants to use them he finds, to his annoyance and cost, that they do not work well, are sometimes out of order, and perhaps need slight repairs. Valuable time must then be spent to put the machinery in proper working condition. A few hours spent on rainy fall or spring days, or in the winter, when outside work can not be carried on, might have saved him time which in the busy season means many dollars. A great percentage of agricultural implements rot or rust out instead of wearing out. Money used in building sheds, under which wagons, mowers, binders, seeders and the like may be sheltered, is well spent and soon proves to be a paying investment. But little skill is required to keep ordinary farming machinery in excellent condition. Few farmers are so fortunate as to be blessed with a mechanical turn of mind, but every one can, by the expenditure of a small amount of time and a little care, prolong the life of machinery for many years.

How Frozen Meat Deteriorates.
From the Sanitary Record.

Meats frozen and kept in cold storage for long periods do not undergo organic changes in the ordinary sense—that is, they do not putrefy, soften or smell bad, but they certainly do deteriorate in some intangible way. After a certain time frozen meat loses some life principle essential to its nourishing quality. Such meat lacks flavor; it is not well digested or assimilated. Its savorless condition can not be remedied or successfully disguised by the use of sauces and condiments. Those who eat cold storage food for any length of time develop diarrhoeal disorders, lose in weight, and would eventually starve to death unless a change of diet was made. The same reasoning applies to tinned fruits and vegetables. They should not be used after a certain period has elapsed. Especially should people be warned against using stale eggs and old milk and cream. Milk and cream are kept for days, rancid butter is washed and treated chemically, but all food, and especially cold storage food, is damaged by long keeping, and will not nourish the body properly. There is the greatest abundance of food, but it does not satisfy.

A Hen of Many Eggs.

Colfax, Wash., June 7—Thomas Hamblen killed a hen to-day that proved to be a phenomenon. The hen was exceptionally fat and weighed when dressed 9½ pounds. In dressing her twelve fully developed eggs with soft shells and twenty-three partially developed eggs were discovered. The smaller eggs varied from the size of a marble to that of a walnut. The eggs have been preserved and will be presented to the museum of the Washington Agricultural College at Pullman.

TRADE CHECKS

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. 50c 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.

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.

Bryan Show Cases

Always please Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.

Fly Nets Quick

Every merchant sometime or another wants something quick.

It may be you will want some fly nets, or lap robes, or horse covers at once.

Telephone us, tell us what you want, and it will be on the morning train going to your town.

Brown & Sehler
Grand Rapids, Mich.

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.

GRAND RAPIDS GAS LIGHT CO.,
Grand Rapids, Mich.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and Largest Manufacturers of



PURE, HIGH GRADE COCOAS
AND

CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.



50 CIGAR SOLD BY ALL JOBBERS

RELOUZE SCALE & MFG CO.
CHICAGO CATALOGUE MANUFACTURERS OF HOUSEHOLD, COUNTER, MARKET, CANDY, POSTAL SCALES, SPRING BALANCES, ETC.

Scales

ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

COIN PICTURES BARRED.

Illustrations Illegal, Except by Special Permission.

When a foreign nation figures extensively in the news of the day, one of the first signs of general interest is the desire of people who are not collectors to secure coins and postage stamps of the country in question. Spanish money and postage stamps went up in price after the Maine was destroyed, and commanded good prices until the war was over. A similar boom struck the coinage and postage stamps of the South African Republic when the present war began, and the small stock of Transvaal coins on hand in this country was soon exhausted. Dealers and speculators have sent for new supplies, but until they are received Transvaal coins and stamps will be scarce.

The coins are fashioned after those of Great Britain, the smallest being the penny. It has the republic's coat of arms on one side and a profile portrait of President Kruger on the other. The sixpence, shilling, two and sixpence and five shilling pieces are silver, and the ten shillings and £1 pieces are gold, the general design being the same on all. These coins are quoted now by coin dealers as follows: Penny, 25 cents; sixpence, shilling, half crown and crown, four times the face value; half pound, \$3.50, and £1, \$7.50, to be delivered on arrival of new stock.

There have been several issues of stamps. In 1866 the first of these were offered for sale, and were used until 1877, when the British occupied the country. Then the original Transvaal stamps bearing the republic's coat of arms were changed by having the letters V. R. printed on the face in the same manner as the word "Philippines" was printed over the United States postage stamps for use in the Philippine Islands. In 1878 a new series of stamps, with the Queen's portrait in profile, was issued, and that remained in use until 1883, when the republic was restored. Then a new stamp bearing the coat of arms of the republic was issued, and this was in use when the war broke out. The demand for these stamps has not increased so much as for the coins, but the supply has been exhausted, and fairly good prices are anticipated for the consignments now in transit.

In connection with the demand for Transvaal coins a leading coin dealer recently remarked:

"We have received many letters from people asking us to send pictures of the various South African coins, and some of our correspondents were probably surprised when they received our answer to the effect that there is a law forbidding us making pictures of the coins. The Secretary of the Treasury has power to grant permission to persons who illustrate books, and nearly every encyclopedia, dictionary or history contains illustrations of coins; but dealers in coins may not enjoy the privilege. According to the wording of the law, it makes no difference if the coin was made in the days of Julius Caesar or William McKinley, it may not be reproduced in a pamphlet, book or newspaper, and if the Michigan Tradesman could come into possession of the most valuable coin in the world it could not publish a picture of it without special permission and remain within the law."

The law in question was passed in 1891, and reads as follows:

Section 3. That every person who makes, or who causes or procures to be made, or who brings into the United States from any foreign country, any

business or professional card, notice, placard, token, device, print or impression, or any other thing whatsoever, whether of metal or its compound, or of any other substance whatsoever, in likeness or similitude, as to design, color, or the inscription thereon, of any coin of the United States, or of any foreign government, that have been or hereafter may be issued as money, either under the authority of the United States or under the authority of any foreign government, shall, upon conviction thereof, be punished by a fine of not exceeding \$100.

Losing Trade Because of the Big Head.

I know a butcher in a city not more than three miles from here who is doomed to failure unless he takes a hitch in his conceit, develops more careful methods, and tugs at the valve which will allow some of the false ideas that are swelling his head to escape. He's a real nice fellow, too, and I should very much dislike to hear that he had made application for papers in bankruptcy, or anything of that nature, but he seems to be rushing in that direction in Maud S. time. I happen to know a family that has dealt with him for seven years, but two weeks ago the "head of the house" gave orders that no more meat be bought at his market. Knowing that I was at one time in the business and still have a deep interest in it, the gentleman repeated to me the circumstances which led up to his order to "quit the fellow." "Seven years ago," he said, "when he opened his market, I told my wife to trade with him, because he was a young man, and I like to encourage enterprise, especially in the young. He served us well for some time, but as his business began to grow he became insolently independent—not so much to my family as to others. I know that he told one woman to go somewhere else if she didn't like what he sent her, and that he didn't depend on her for a living. She never came back. She repeated to her friends what he had said, and some of them left him. However, our own experience is more to the point. Passing over trivial grievances, such as failure to deliver meat on time, etc., I will begin at what happened two weeks ago. My wife had company to dinner and sent for a sirloin steak. It came cut two inches thick at the tail end, and where the meat was good it was as thin as—well, it was about half an inch thick. I was angry, but thought perhaps a new clerk was responsible. Two days later we had corned beef. When it came out of the pot it smelled like a putrefied horse. It was fierce. We ate eggs for dinner and sent the meat back. He refunded the money we had paid for it as if he was doing us a favor, but made no apologies for sending out rotten stuff. Last Sunday my wife ordered a chicken for roasting, to be killed to order. He sent one that had been dead a week and could be used for nothing but hash. That was the limit. We have quit him for good. He seems to have an idea people can not exist if he doesn't supply them with meat, and that he is so popular, personally, that even those who leave him will have to come back. There is a new market opened a few doors from him, but he is so conceited that even that doesn't worry him. He shrugs his shoulders when it is hinted that the new man will 'run him out,' and says 'Nit. I've got a cinch on all the trade around here.'"

Now, isn't it a pity to see a young man with such bright prospects deliberately make people leave him in disgust? He that acquireth a big head is verily

doomed to annihilation, for it shall burst, and—that's all.—Old Timer in Butchers' Advocate.

What the Strike Has Cost St. Louis.

As illustrating the expensiveness of trades unionism to a single city, the Tradesman herewith presents a compilation showing the cost of the strike which has been in progress in St. Louis for the past six weeks:

Strike has lasted	45 days
Persons killed	17
Persons shot	82
Persons otherwise injured	113
Made insane by strike	4
Women passengers beaten	16
Women stripped of clothes by strikers on the street	4
Cars wrecked	81
Loss to city in trade	\$ 31,500,000
Loss in wages to employes	280,000
Loss to transit company in fares	600,000
Added to municipal debt	300,000

It should be remembered that this strike does not involve the elements of wages or hours, being simply a demand for the recognition of the union by the discharge of old employes of the company who have never had occasion to join the union in the past and see no reason now why they should ally themselves with thugs and murderers.

A. B. Collins and Jay Swift have formed a copartnership and engaged in the drug business at Kalamo under the style of A. B. Collins & Co. The stock was furnished by the Hazeltine & Perkins Drug Co. Mr. Collins is junior partner in the drug firm of G. V. Collins & Son, at Charlotte, and Mr. Swift has been a clerk in that establishment for several years.

Keeping at work will keep you out of no end of trouble.

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.

FOR SALE—PAYING GROCERY AND MEAT house, double store. Owner going into other business. Address C. B. Vanpelt, South Bend, Ind. 405

EXCELLENT LOCATION FOR RESTAURANT. Will sell or trade. Address J. D. Taylor, Remus, Mich. 404

SHOE STORE FOR SALE—SPLENDID OPPORTUNITY for live shoe man to purchase established business; forty years' existence; good trade, which can easily be increased; good store; steam heat; reasonable rent. Address No. 397, care Michigan Tradesman 397

BUSINESS CHANCE—SHOE STOCK FOR sale invoicing \$2,000; best location; fine room; rent low; bargain if sold at once; no trades. A. W. Annis, Eaton Rapids, Mich. 394

IF YOUR STOCK OF MERCHANDISE IS not moving we can help you. We conduct and advertise sales of merchandise. We help men buy and sell desirable merchandise. We invoice stocks of merchandise. Address Business Exchange, 1027 Masonic Temple, Chicago, Ill. 393

WANTED—AN 18 TO 20 FOOT NAPHTHA or electric launch (latter preferred). Must be in good condition and at a very low price. When replying send picture if possible, with price delivered here. Address Lock Box 558, Sault Ste. Marie, Mich. 392

FOR SALE—A DESIRABLE GROCERY stock, invoicing \$1,000, in good business town with population of 2,000. Address N. P., care Michigan Tradesman. 403

FOR SALE—BAKERY AND RESTAURANT in enterprising town of 1,500; good established business. Address No. 402, care Michigan Tradesman. 402

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. 397

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. 401

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. 400

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. 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. 388

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 UPTO-DATE HARDWARE stock invoicing \$4,500. J. C. Comstock, 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. 385

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 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—\$5,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—POSITION BY REGISTERED pharmacist; twelve years' experience. Address No. 399, care Michigan Tradesman. 399

WANTED—SITUATION IN STORE OR office by young woman who has been left a widow and must obtain employment. Has had several years' experience in retail store. Best of references. Interview solicited. Address Moses Dark, care Vinkemulder Co., Grand Rapids, Mich. 388

WANTED—EXPERIENCED MEAT MAR- ket man to buy one-half interest in paying market. One of two markets in town of 2,500 population. Write for particulars to No. 396, care Michigan Tradesman. 396

SITUATION WANTED—BY A THOROUGH- ly competent office man as book-keeper, shipping clerk or cashier. Have had experience and can furnish the best of references as to character and ability. Am a married man. Address No. 395, care Michigan Tradesman. 395

WANTED—POSITION AS REGISTERED pharmacist of eighteen years' experience. Good habits and good references. Address Henry Jacobs, Constantine, Mich. 389

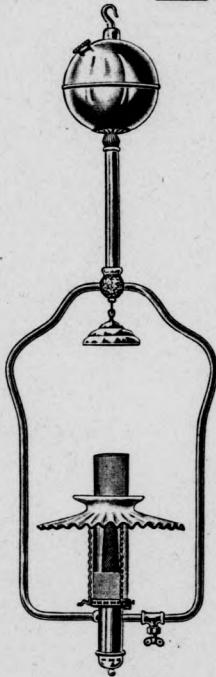
Knights of the Loyal Guard

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.

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.

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.....	5 00
300.....	6 75
400.....	8 50
500.....	10 00
1000.....	17 50

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

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, WM. 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, WM. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HOKR.

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

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

Pt. Hurons 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 *11:50p
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, 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, 12:28pm 5:50pm 9:56pm

Detroit and Toledo Trains.
Lv. Grand Rapids, * 7:10am 12:05pm 5:30pm
Ar. Detroit, 11:40am 4:06pm 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, 7:50am 5:20pm
Ar. Saginaw, 11:50am 10:12pm
Ar. Bay City, 12:20pm 10:45pm
Ar. from Bay City & Saginaw, 11:55am 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 1:46pm train.

*Every day. Others week days only.
May 13, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway

June 18, 1900.

Northern Division.	Going		From	
	North	South	North	South
Trav. City, Petoskey, Mack.	* 4:05am	* 9:30pm	* 7:45am	* 1:15pm
Trav. City, Petoskey, Mack.	* 2:00pm	* 12:20pm	* 10:45am	* 6:00am
Petoskey & Mackinaw City	* 11:00pm	* 6:00am	* 7:45am	* 2:00pm

Southern Division	Going		From	
	South	North	South	North
Kalamazoo, Ft. Wayne Clin.	+ 7:10am	+ 9:40pm	+ 1:50pm	+ 11:50am
Kalamazoo and Ft. Wayne.	+ 1:50pm	+ 10:15pm	+ 9:45pm	+ 5:55am
Kalamazoo and Vicksburg.	+ 12:30pm	+ 6:00pm	+ 7:00am	+ 3:00am

9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids, 12:30pm * 9:45pm
Ar. Chicago, 5:25pm * 6:30am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 9:45pm train has through coach and Pullman sleeper.

FROM CHICAGO
Lv. Chicago, 5:15pm * 11:30pm
Ar. Grand Rapids, 10:15pm * 7:00am
5:15pm train runs solid to Grand Rapids with Pullman buffet car attached.
11:30pm train has through coach and sleeping car.

Muskegon Trains.
GOING WEST.
Lv. Grand Rapids, 7:55am + 1:50pm + 5:40pm
Ar. Muskegon, 9:00am + 3:10pm + 7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
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	7:30am
Lv. Manistee, 12:05pm	12:05pm
Lv. Manistee, 8:40am	8:40am
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

50 double pages, registers 2,580 invoices... \$2 00

Tradesman Company
Grand Rapids, Mich.

"Princess" Mirrors



8 x 10



10 x 14

In presenting this new and attractive line of mirrors we wish to state that we have contracted for the entire output of a local mirror factory and are thereby placed in a position to name prices equally as low as can be named from any manufacturer direct.

The frames are finished in White Enamel, Oak, Walnut, Mahogany and Moss Green. The corners are ornamented with very artistically embossed gilt finished brackets. The glass is of the grade commonly called "American Shocks."

We carry the following regular sizes in stock:

8 x 10 @ \$2.00 per dozen	10 x 14 @ \$4.00 per dozen
8 x 12 @ 2.50 per dozen	10 x 17 @ 5.00 per dozen
9 x 12 @ 3.00 per dozen	12 x 18 @ 6.00 per dozen
12 x 20 @ \$6.75 per dozen	

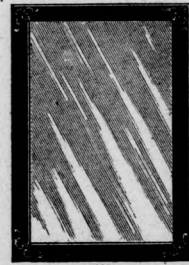
For the convenience of those who wish to purchase only a small quantity as a trial we have put up the following assortment which has proven a splendid combination:

1/2 dozen each	8 x 10	8 x 12	9 x 12	10 x 14
1/3 dozen each	10 x 17	12 x 18	12 x 20	

Price of this assortment, \$11.67 net.



9 x 12



8 x 12

IMPORTERS **KINNEY & LEVAN** JOBBERS

CLEVELAND, OHIO

CROCKERY, GLASSWARE, LAMPS, HOUSE FURNISHING GOODS

Two Summer Novelties

To Brighten Up Your Stock

Quaint Old English Milk and Ale Pitchers



Spiral Jugs

Cobalt Blue Stripes heavily stippled with Luster



Tobey Jugs

Nicely painted on Cobalt Blue background. Decorated with Luster.

They come packed in barrel of three dozen: One-half dozen each 36s, 30s and 24s Spiral and one-half dozen each 36s, 30s and 24s Tobey, all three dozen for

\$12.35

No charge for package.

They are the cutest jugs ever imported and will sell quickly at 25, 50 and 75c. Will bring you a good profit.

The Daudt Glass & Crockery Co.,

236 Summit and 230, 332, 234, 235 and 236 Water Street, Toledo, Ohio.

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.



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.

Fruit Jars at Reduced Prices

If you have not bought your fruit jars yet, we would advise you to do so at once. We have reduced our prices as follows:

Machine Made with "Boyd" Caps		
Pints	Quarts	2 Quarts
\$5.25	\$5.50	\$7.50 gross

Machine Made with "Aluminum" Caps		
Pints	Quarts	2 Quarts
\$5.15	\$5.40	\$7.40 gross

Victor Jars

Machine made, with glass covers. The latest patent self-sealing jar. Every one guaranteed.

Pints	Quarts	2 Quarts
\$7.40	\$7.75	\$9.75 gross



H. LEONARD & SONS, Grand Rapids, Mich.