

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JUNE 27, 1900

Number 875

Decorated English Porcelain 100-Piece Dinner Sets

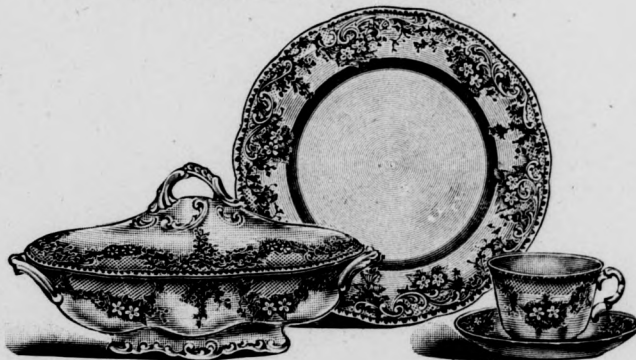
Manufactured by a reliable English Potter. A handsome border design printed under the glaze in Flown Blue, Olive Green and Light Blue, on a new shape. *Priced at less than cost of importation to-day.*

Unquestionably a Bargain

These Dinner Sets satisfy the demand for something SERVICEABLE as well as SHOWY and CHEAP.

**A Leader
A Seller
A Profit-Earner**

Packed to suit the wants of the merchant.



"Goods well bought are half sold."

You can demonstrate this truth by *mailing* us your order or giving it to our *traveler*.

Lose no time in accepting this offer, as our stock is *limited*.

Offer No. 1

18—100-piece Dinner Sets, 3 assorted colors, at \$5.50 each.....	\$ 99 00
Crate and cartage.....	2 50
Total.....	<u>\$101.50</u>

Offer No. 2

8—100-piece Dinner Sets, 3 assorted colors, at \$6.00 each.....	\$48 00
Crate and cartage.....	2 50
Total.....	<u>\$50.50</u>

Offer No. 3

1—100-piece Dinner Set, either color, at.....	\$ 6 50
Barrel.....	5
Total.....	<u>\$6.85</u>

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

We Are Proud

Of our success in introducing a cigar that pleases all classes of smokers and to know that our efforts are appreciated (a glance at our order books will readily prove this).

**Royal Tiger 10c
Tigerettes 5c**

These are the brands we have made so popular and that have caught the public taste and fancy to such a remarkable degree. All good dealers handle 'em.

Phelps, Brace & Co., Detroit, Mich.

Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

The New Arrival



puts new life and vigor in the whole establishment, for it is the beginning of a New Era in business; it means the abandonment of the old and unsafe method of weighing goods over dangerous scales (old pound and ounce scales) and the adoption of the Money Weight System to take their place. Don't you think it about time to be considering this change for YOUR store? Our scales are sold on easy monthly payments.

The Computing Scale Co.

Dayton, Ohio

WHY YOU SHOULD SELL EGG BAKING POWDER

1. Because it is better and more desirable than any of the old-process powders.
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.
4. Because it pays you a good profit.
5. Because the retail selling price is uniform.
6. Because the manufacturers are advertising its merits extensively to consumers and you are entitled to a share of the retailer's trade and profit.

From a hygienic point of view the value of Egg Baking Powder cannot be over-estimated, because it is prepared from phosphates, the health-sustaining principles of wheat, and the leavening element of eggs, which increase the nutritive value of food while rendering it more easy of digestion.

All inquiries from Michigan, Ohio and Indiana, including requests for free samples, etc., should be addressed to

D. H. Naylor, Jr.,
Manager,

186 Seneca St., Cleveland, Ohio
Offices in Cleveland, Cincinnati, Columbus,
Indianapolis and Detroit.
Home Office, New York City.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Ferris
Institute
BIG RAPIDS, MICH.

SECOND
SUMMER SESSION

Begins July 2nd.
Fall Term begins Sept. 3d.
Send for catalogue.

W. N. Ferris,
Principal and Proprietor.

"Sunlight"

Is one of our leading brands of flour, and is as bright and clean as its name. Let us send you some.

Walsh-De Roo Milling Co.,
Holland, Mich.

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Number 875

The sensation of the coffee trade is

A. I. C. High Grade Coffees

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

A. I. C. COFFEE CO.,
21-23 River St., Chicago.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J.W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.



Ask for report before opening new account and send us the old ones for collection.

References:

State Bank of Michigan and Michigan Tradesman, Grand Rapids.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

Fall and winter line complete and still a nice line spring and summer suits.
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.

Take a Receipt for Everything

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

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

Tradesman Coupons

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RACE FOR NAVAL SUPREMACY.

Brassey's "Naval Annual for 1900" has recently appeared, and, as is usual when it appears each year, the discussion of the relative strength of the various fleets has commenced. While Brassey's Annual is probably not the most important naval work issued periodically, it is decidedly the best known, as well as the most useful alike to professional men and the general public. Brassey's Annual long since achieved a reputation for accuracy, fairness and impartiality, and although essentially a British publication, a fact to be remembered in appreciating the full value of its articles, its general accuracy is so well established as to render it acceptable authority on all matters of relative naval strength.

The articles in Brassey's point to the fact that all the naval powers are making serious efforts to improve their fleets, and it demonstrates that their efforts are meeting with solid and substantial success. The naval programmes of Russia, France and Germany are pointed to as indications of the general tendency to increase the fleets, while the rapid strides being made by the United States and Japan are also noted. It is claimed that the standard aimed at by the continental powers of Europe in their new ship construction is to make each of their ships an improvement on British ships of the same type, the idea being that within a reasonable time every ship in these continental fleets will be the superior of British ships of the same size and general build. Naturally Brassey believes that Great Britain will be able, as she has been in the past, to thwart this ambition of her rivals by continuing to build ships more rapidly than anyone else, thus putting into her vessels of a given date later improvements and keeping her new construction thoroughly up to date.

As to comparative strength, Brassey claims that Great Britain is still equal to the combined strength of the two most powerful of her rivals. It has long been the aim of the British Admiralty

to keep the fleet equal to the combined strength of any two other powers. This opinion as to the present supremacy of Great Britain appears to be very generally held by both American and German naval officers. While, however, the British navy may still claim to dominate the sea, there are not wanting signs that this supremacy is to be disputed at no very distant date, unless the British taxpayers are willing to submit to still more serious drains upon their pockets than they have had yet to suffer. The constant effort to keep ahead of all possible hostile combinations against her sea power is certain to put England to a serious strain sooner or later, and that view of the matter is beginning to give British naval men and economists serious concern.

There never was a time probably when sea power was held in higher regard than now. The experiences both of Japan in her war with China and the United States in the conflict with Spain made the advantage resulting from the control of the sea apparent. It was undoubtedly the experience gained during those two wars that started all the great powers to building larger fleets, realizing that in combats of the future that power which secures control of the sea will render victory certain.

The rich man—without genius—who thinks himself able to make his mark in the world will find that he has made nothing but common dollar marks.

If a man had his life to live over again, the chances are that he would be more selfish, save more money, and be meaner than he is now.

When heroes are wanted to lead men in times of danger, the dudes who simply lead the german in times of dancing are not in it.

The greatest part of self-conceit is born of ignorance. Often a young man thinks he is great when he is not.

A speaker is in a fix when he sets out to make a few pointed remarks and no one sees the point.

Few men are so constituted that impressive airs and haughty demeanor will draw them trade.

Every man is in spirit a monopolist when it comes to the possession of a wife.

Many a man has been snowed under by the drift of public opinion.

The difficulties of cooking would be less if people knew how to eat.

The college graduate goes home loaded with good advice.

There will be a John Bull in the China war shop soon.

The man who listens gets the best of the man who talks.

A man with a past should jump in and get a future.

GENERAL TRADE REVIEW.

Increasing intensity of political activity and the approach of the midsummer time of reckoning and repairs seem to be the dominant influences in the business of this country. To be sure, there is enough of bear encouragement in the Chinese situation to account for much of the dulness and adverse price movement, but the real causes of the unfavorable conditions are to be found nearer home. During last week the Wall Street market was duller than ever, but this week opens with increased activity, although price changes are not encouraging.

Indications in the industrial world are generally encouraging outside of the usual midsummer dulness and the interruptions of political distractions. Many building enterprises in the great cities which had been waiting for a more reasonable price scale for materials are satisfied with the changes which have been made and are ready to proceed as soon as wage scales are adjusted. There is much to suggest that the slaughter of stock values may be found before long to have gone a little too far. If there are railroad stocks of the par value of \$6,000,000,000 and industrial stocks of the par value of \$3,000,000,000 depending on New York quotations, it may be doubted whether the railroads are actually worth \$450,000,000 less or the manufacturing concerns \$323,000,000 less than they were two months ago. The latter are about to have a vacation season, which may end in far more satisfactory settlements about wages than seemed possible a few weeks ago. With such settlements these corporations would be ready to make still further reductions in prices, which may call out a great body of new contracts and orders that have been deferred for months because prices were unsatisfactory. Fair adjustment of prices between materials and finished products will be found far more easy when the business is largely controlled by a few strong corporations than it has been found in other years. In the iron industry, with scarcely any kind of pig iron bringing \$20 or more, but enormous orders for finished products depending upon a somewhat lower range of cost for material, the chance of a heavy business after the summer vacation is not by any means a dubious one.

To a greater degree than usual trade activity seems to favor certain sections of the country. Thus, while bank clearings in the Eastern cities are less than the unprecedented volume of last year, in the West and South even those records are being broken. Then, in crop conditions, while the Northwest is suffering from a sufficient drouth to give wheat prices a considerable boom, Kansas and adjacent sections of the Southwest are enjoying a harvest exceeding any in past history of the region. With an acreage exceeding any before planted and with corn and other crops in great abundance and good prices assured, the outlook for the Kansas farmer is not one to be despaired. Not that conditions in the Northwest are at all desperate, although the outlook in the spring wheat regions is decidedly unfavorable.

Getting the People

Some Good Advertising and Some Not So Good.

Last week I reproduced an advertisement of the Hamilton Clothing Co. and criticised it rather severely, saying at the same time that the general run of its advertising was good. This week I reproduce one of its advertisements which is as far ahead of the general average of its advertising as last week's was behind it. It is well displayed, uses liberal space, describes the advertised articles with sufficient thoroughness to leave an impression upon the mind of the reader, and is in almost every respect a decidedly attractive advertisement. Barring the slight uncertainty on the part of the compositor as to the correct use of capitals in the headings I see no point in which it could be improved.

Why advertisers will waste their money by filling their advertising space with glittering generalities is a problem which I have long ago given up trying to solve. There are four excellent specimens of this form of extravagance reproduced this week. Mr. Colvin says that he can hardly supply the demand for his baked goods, but I will gamble to the extent of a bag of peanuts that the demand was not produced through his advertising, if this specimen is a fair example of it. If what Mr. Colvin says is true, he had better stop advertising and enlarge his bakery. Certainly he must have something better to say about his pies and cakes than he says in this advertisement.

Chas. P. Lillie takes up about twelve inches to say nothing that has any particular interest to the average reader. His paragraphs on clothing, dress goods and china ware could have been used for boots and shoes, hay, furniture or anything else imaginable. The old saying, "Jack of all trades and master of none," applies with equal force to advertising, and you can rely upon it that any advertisement that will work equally well in its application to any line of goods is not a very effective advertisement. The very essence of advertising is individuality. Its news value is the strongest attraction an advertisement offers to its readers. If Mr. Lillie had advertised a \$10 suit at \$9 he would have done more to convince his readers of the advantage of purchasing from him. If he had advertised and given the price of some timely lines of dress goods he would have induced more of those "first purchases" which, he says, "mean continued patronage." If he had advertised some specially attractive lines of china ware at reduced prices he would have made a more forcible promise of a saving on every purchase than he does in his mere unsupported assertion to that effect.

The same thing is true of the advertisement of J. A. Skinner. It is very good so far as it goes, but it leaves out some vitally important information. Every advertisement should answer these three questions: "What is it?" "What is it good for?" and "What does it cost?" Mr. Skinner's advertisement totally neglects to answer the third.

Spencer & Lloyd have put their sign in the newspapers, but as I have said before, a newspaper is not the place for a sign. It is well enough to put a sign above your door, but a newspaper is the

place for news, and this applies not only to the reading columns but to the advertising columns as well.

The plan of judging the fitness of the reading matter of an advertisement by the newspaper standard is a good one. For instance, the advertisement of Slater's House Furnishing Store represents the stage of newspaper etiquette which used to prevail when it was considered a mark of editorial courtesy to call the other newspaper "a filthy sheet" and to refer to its editor as "a perfidious reptile." Newspaper standards, however, have changed, and advertising standards have changed with them. Why Mr. Slater should advertise his "would-be competitors," as he calls them, is a question which nobody but he can answer. I confess that I have always understood the purposes of advertising to be an increase of one's own business. From what I can gather it seems that Mr. Slater is having some strong competition with another concern on the line of iron beds. Competition is a good thing, but disparaging references to competition are in poor taste and exceedingly bad business policy. It would seem to me that if Mr. Slater advertised iron beds at \$3 that should be a sufficient answer to his competitors without the need of any further argument on his part, and certainly "Iron Beds, \$3," would make a much more attractive heading than "My Would-Be Competitors."

Parker Brothers have produced a good shoe advertisement from whatever point you look at it. The display is attractive, the liberal use of white space gives the reading matter prominence and the wording is all that can be desired. Contrast with this the advertisement of the Star Shoe Co., and let us apply the newspaper test to it. Suppose on the editorial page the editor were to leave a blank space with instructions to "Watch this space; we are going to say something bright to-morrow." The people would naturally wonder why he didn't say something bright to-day. A "Watch this space" advertisement is on the same principle as the advertisement which reads, "We are too busy to write advertisements," and the other which says, "This space is reserved for James Jones & Sons." All three are excellent ways of burning money, but from an advertising standpoint they are anything but successful. And the advertiser who thinks they are very bright will find out their value to his entire satisfaction if he keeps at it long enough.

Bedford, the optician, is doing some excellent advertising in the Ionia papers and those of other towns near Grand Rapids. He is using testimonials from wearers of his glasses, which is an excellent plan for an optician. Most people patronize an optician on the strength of what he has done for their friends. In small towns where everybody knows nearly everyone else, this testimonial advertising is especially valuable. A specimen of Mr. Bedford's advertising is reproduced herewith and gives a fair idea of the general excellence of his work. In display and wording it leaves but little to be desired.

W. S. Hamburger.

Was a Temperate Man.

"Was the deceased a drinking man?" asked the attorney.

"Well, sor, no," replied Pat; "he war not, barrin' a pint er two ave beer at the meals an' a nip o' the owld stuff bechune times for his stomach's sake."

Begin at the Bottom

And see that you are well supplied with comfortable hose—We are showing some excellent values in tan, black and colors, at 10c, 15c, 20c, 25c.



Our Fifteen Cent Grade

Surpasses anything we have seen at the price—Tan colored with fancy silk-line heel and toe.

Our Twenty-five cent Grade

Includes some handsome silk hose goods in polka dot, stripe and mixed fancy colors. Fine hosiery is one of the special features of our furnishing goods department.

Hamilton Clothing Co.

COLVIN'S

Main Street

BAKERY

Can hardly supply the demand for their

BAKED GOODS.

Experienced Baking

Clean Baking

Honest Weights

THAT'S ALL. TRY US.

A. J. COLVIN.

THREE STORE THOUGHTS CLOTHING--

Thoughts for the thrifty. A dollar saved is a dollar earned. The money you can save in buying your Spring fash here is just as good to you as any other money.

DRESS GOODS--

Dealing here means more than low prices. It also means satisfaction, prompt attention and the best goods. Your first purchase means your continued patronage.

CHINAWARE--

We don't ask you to buy unless you find our prices lower and values better than elsewhere. We promise you a saving on every purchase.

CHAS. P. LILLIE,
THE CORNER STORE
COOPERSVILLE, MICH.

SPENCER & LLOYD.

Neckwear, Belts,
Skirts and Wrappers,
Umbrellas and
Gloves.

SPENCER & LLOYD.

Brush Points.

In buying hair brushes, and all other brushes, we look out for points that might escape the notice of customers, but which have everything to do with the life and service of the brush. The construction, material, manner in which bristles are fastened, etc., are all important. The brushes you get here are such as you would seek when you are a brush expert.

Combs.

We are so particular in buying combs as we are in selecting brushes. In either line we are able to give you the best possible value for your money.

J. A. SKINNER.
Prescription Druggist

My Would-Be Competitors

"Are getting jealous, and I am getting the business. Well, I do feel sorry for them but good goods and low prices do the business, and we get all we can do without meddling with other people's business. I am the only one in Traverse City that has advertised an iron bed for less than \$4.75 until now—They have taken a little drop in the market. I received a shipment Saturday and will place on sale Monday morning a good full size iron bed for \$3.00, 70 different styles, right along up to a fine large, heavy half brass bed for \$25.75—75 per cent. off brings it \$19.32.

Slater's House Furnishing Store
120 Front Street.

YOU'D BE SURPRISED

If you'd call and see our line of \$1.50 shoes
Men's Satin Oxf. Shoes, all solid, good shoes, \$1.50.
\$1.50 heavy ladies' fine kid shoe in either black or tan.
If it's Misses' shoes you want, we have some exceptionally good values.
The Celebrated Hoosier School Shoe sell for \$1.50.

PARKER BROS.

McNamara Block FRONT STREET

Watch This Space

Why It Pays

"I suffered with headaches for three years and tried medical treatment without success. A friend advised me to go to Bedford's and get glasses. I did so and have always been well since. During the past year I have been entirely free from the headache. The glasses have also improved my eyes, better enabling me to pursue my studies."
MISS LOUISE WELCH—Ionia

Lenses and complete eye work
676 Bedford's
Ionia

THE STAR SHOE CO.

Responsibility Which Rests on the Credit Man.

One of the most delicate and responsible positions in a wholesale house is that of the credit man, whose duty it is to determine how large a bill the country merchant shall be allowed to run and to see that lagging creditors are tactfully brought to time. If the credit man is too stringent in his rulings he drives away good customers. If he is too lax he lays his firm open to heavy losses. He stands between the selling department and the proprietary interests of the establishment, and an error in either direction makes trouble for him. It is not strange that a good credit man can command one of the highest salaries paid in the mercantile world.

If any one can speak with authority on the proper way to become a successful credit man it is Harlow N. Higinbotham, of Chicago. In the latest number of the Saturday Evening Post, of Philadelphia, he states the qualifications needed by the young man on entering this line of work. At the outset he says he is profoundly convinced that the credit man who has not lived on a farm or in a country village must always be at a distinct disadvantage. The prosperity of the nation rests primarily upon its agriculture, and the vast majority of country merchants depend upon farming communities for their chief custom. Thus the credit man's task is partly that of forecasting the financial condition of the country merchant by watching the signs of prosperity among the farmers of the locality.

Mr. Higinbotham illustrates his point by telling a story of a case in which he was led by this sixth sense of prophecy to limit a certain merchant's credit to \$1,000. An Eastern house gave the same man a line of \$50,000, which was out of all proportion to the trading capacity of the merchant's community. A little later the merchant sold his goods at less than cost and escaped to Canada with the proceeds. In another case he says he refused all credit to a merchant who seemed to have a capital of \$75,000, simply because his intuition told him the man was not to be trusted. This man got credit elsewhere, but in a short time he had also joined the Canadian colony. Mr. Higinbotham advises the young credit man to trust his intuition rather than his reason in such cases of doubt.

In this writer's estimation the best course of training for a credit man is that of the farm, then the country store or bank, then the city establishment, where he should preferably be cashier, and then the position of assistant credit man. Before the last stage can be reached it is necessary to have a thorough knowledge of commercial law, which can be best obtained by having a lawyer as an intimate friend. Then he must learn to write tactful letters, for without this art he is lost. "The art of saying 'no' in a manner so gracious that the person who receives the denial does not feel aggrieved, and is inclined cheerfully to grant its justice, is nowhere so constantly in demand as at the credit desk."

A gift for judging men, of course, is the basis of the credit man's equipment, and unless he is born with an aptitude in this direction no amount of training can make him successful. Mr. Higinbotham advises employers to throw the young credit man on his own resources as early as possible, and thus let him develop stamina. The article as a whole is full of valuable suggestions for per-

sons in all lines of mercantile work and is brimful of the results of the writer's ripe experience.

Small Change.

It is a good thing to be born well. It is a better thing to behave well after you are born.

All men can not wear shoulder straps. If they did, shoulder straps would be called galluses and sold at 25 cents per pair.

Don't keep a prospective customer waiting. One slight of this kind, even although unintentional, will do a deal of harm.

That "one more dollar" for which so many men are striving is the cause of the sudden extinguishing of many a brilliant career.

Many a man who has behaved most gloriously in the person of his ancestors has flunked in his own immediate personal conduct.

Do not boast that you arose from uncommonly low ancestry. Boasting is a remnant of bad manner inherited from low ancestry.

So far as this man's neighbors were concerned an ounce of immediate plain good conduct was worth a pound of embroidered pedigree.

If you are descended from the common people be content. Many common people in ancestral days were uncommonly bad. Records may show that they ended suspended from a limb of their family tree.—Deacon in Furniture Journal.

Worth Remembering.

Goods ordered in a hurry and made in a hurry are often hurried back to the maker.

Credits and collections are one and inseparable. United, they stand; divided, they fall.

In buying merchandise it is well to purchase such goods as won't require to be put on ice to keep until another season.

Intelligence is always at a premium in business. Brains come high, but merchants and manufacturers must have 'em.

Business cares and troubles, of which everyone has his share, must be taken in a philosophical way. Nervous men wear themselves out by worry.

Insistence and persistence are practically synonymous terms. Yet the business man who insists upon persisting has a double and twisted-cinch on prosperity.

For appearance sake a man will often sacrifice his own inclinations. Many an individual who wouldn't take a pleasure trip on Sunday doesn't hesitate to lie about his goods on all other days of the week.

Countermanding goods which have been squarely ordered and fairly made is a trick of which no upright merchant should be guilty. Put yourself in the jobber's place and think from his standpoint before you countermand.

Science of Advertising.

The science of advertising seems destined to become one of the most important factors in the literary and business field. A few years ago the average business man was content with the printing of an ordinary card in the columns of his weekly paper, announcing that he was in the dry goods, grocery or some other trade. He did not understand the advisability of telling the people that they would be much better off by trading with him and clinching his arguments by certain facts, either in regard to prices or the quality of the goods. Now, however, the most successful man in business is the one who constantly brings to the minds of newspaper readers that he is in business, and that he has certain attractions for people who trade with him.

TO SATISFY PUBLIC CLAMOR

For a harmless substitute for the fruit, we have prepared and placed on the market a full line, which we sell under the following coin names, which are fully protected by trade mark:

Arctic Concentrated Pineamyl, a harmless substitute for Pineapple Fruit
Arctic Concentrated Strawamyl, a harmless substitute for Strawberry Fruit
Arctic Concentrated Raspamyl, a harmless substitute for Raspberry Fruit
Arctic Concentrated Banamyl, a harmless substitute for Banana Fruit
Arctic Concentrated Peacamyl, a harmless substitute for Peach Fruit
Arctic Concentrated Apriamyl, a harmless substitute for Apricot Fruit
Arctic Concentrated Cheramyl, a harmless substitute for Cherry Fruit
Arctic Concentrated Paramyl, a harmless substitute for Pear Fruit
Arctic Concentrated Quinamyl, a harmless substitute for Quince Fruit
Arctic Concentrated Curamyl, a harmless substitute for Currant Fruit.

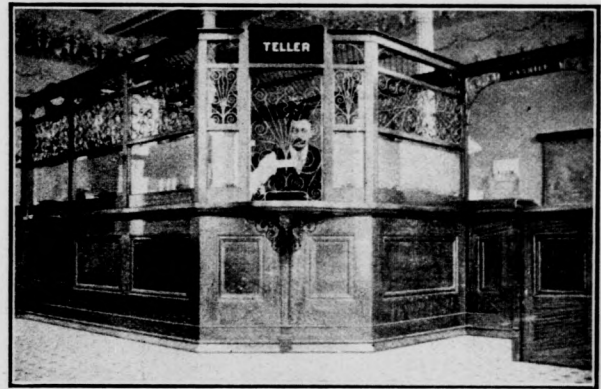
These goods are put up in two sizes and sold as follows:

1 oz. flat, 75 cents net 2 oz. flat, \$1.20 net

We guarantee the above line to be pure and to be labeled to conform to the Pure Food Laws of Michigan. Ask our traveling salesman to include a line of these goods in your next order. They will please your customers so much that you will be compelled to duplicate the order soon.

Prepared only by the

JENNINGS FLAVORING EXTRACT CO., 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

YOUR LIFE



One-third of it is spent at your desk—if you're an office man. Why not take that one-third as comfortably as you can? First in importance is your desk; have you one with convenient appliances—have you a good one? If not you want one—one built for wear, style, convenience and business. Dozens of different patterns illustrated in catalogue No. 6—write for it.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

We issue ten catalogues of HOUSEHOLD FURNITURE—one or all to be had for the asking.

Around the State

Movements of Merchants.

Caro—Mallory Bros. have sold their meat market to W. H. Merner.

Imlay City—John Snelling succeeds Snelling & Dodge in the meat business.

Detroit—The L. C. & E. C. Steers Bicycle Co. has dissolved partnership.

Pontiac—Craig Bros. have purchased the grocery stock of Mrs. Walter Findley.

Royal Oak—Edward Newton has purchased the meat market of Herman Bartels.

Marshall—Morris Manning succeeds McNames & Manning in the grocery business.

St. Louis—R. Fraker has embarked in the dry goods and grocery business at this place.

Byron Center—C. W. Long succeeds William Green in the general merchandise business.

Coldwater—Fred L. Drury has opened a grocery store and meat market at 5 Chicago street.

Belding—Chas. Eddy & Co., dealers in cigars and confectionery, have sold out to Edwin Sutphin.

Conklin—Jas. H. Benton has sold his hardware and general merchandise stock to Harvey Bros., of Alpine.

Shepherd—R. M. Harry will occupy the new McKenna building about July 1 with a new stock of furniture.

Three Rivers—J. C. (Mrs. D. A.) Glasgow, dealer in groceries and notions, has removed to Bristol, Ind.

Cassopolis—Philip D. Smith succeeds Irving V. Sherman in the jewelry, musical instrument and bicycle business.

Cedar Springs—Burleson Bros., of Indianapolis, have purchased the grocery stock of B. (Mrs. Geo.) Hancock.

Sunfield—O. W. Canouts, formerly at Palo, has engaged in the furniture and undertaking business in the Deatsman block.

Charlotte—A. D. Baughman has become the owner of the two stores constituting the Bailey block on Lawrence avenue.

Constantine—Wm. H. Barnard has sold his grocery stock to Wm. Underner and will retire from trade, on account of ill health.

Caro—The grocery store of E. G. Wilsey has been closed to satisfy a mortgage given to secure the payment of borrowed money.

Williamston—W. G. Nithson, furniture dealer, has purchased the Hotel Potter building and will occupy it with his furniture stock.

Constantine—Sevinson Bros. is the name of the new firm which continues the hardware business formerly conducted by Sevinson & Snow.

Holland—P. Slooter & Son, who have conducted a shoe store for some time, will retire from that business and have sold their stock to Lokker & Rutgers.

Imlay City—Porter B. Dodge has retired from the meat firm of Snelling & Dodge. The business will be continued by the remaining partner, John Snelling.

Jackson—V. F. Young has sold his grocery stock at 921 East Main street to W. C. Manning and will engage in the general merchandise business at Fitchburg.

Hart—Harry Waller has purchased the grocery stock of V. C. Wolcott, who has removed to South Haven for the purpose of engaging in the grocery business at that place.

Laurium—Wm. H. Roberts, formerly engaged in the drug business here with John C. Vivian, under the style of Roberts & Vivian, will shortly open a new drug store here.

Benton Harbor—The jewelry firm of Teetzel & Hamilton has been dissolved. Chas. W. Teetzel retains the store at this place, and Mr. Hamilton will continue the St. Joseph branch.

Sault Ste. Marie—S. F. and E. D. Bernier have purchased the grocery stock of J. Gardner & Co., on East Spruce street, and will continue the business under the style of Bernier Bros.

Ironwood—The wholesale fruit and vegetable firm of Wm. Larson & Co. has sold out to S. E. Olson & Co. The transfer includes the branches at this place and at Rhineland. S. E. Olson has been manager of the local branch for many years.

Petoskey—The Petoskey Grocery Co. has filed articles of association, with an authorized capital stock of \$40,000. The incorporators are J. Koblegard, of Weston, W. Va.; J. L. Ruhl, J. Koblegard, P. H. Koblegard, all of Clarksburg, W. Va., and G. A. Danser, of Petoskey.

Traverse City—Emil Hanslovsky, formerly one of the members of the Queen City Mercantile Co., will soon open a grocery store on the corner of Washington and Rose streets. The building is being erected by Cleveland & Heuss and will be 24x50 feet in dimensions.

Clio—This village pays the local band \$15 a month during the summer months, in return for which the band gives weekly open air concerts. Thus the people get practically free music, for the attraction draws enough trade to the village to more than make up the extra necessary tax to pay the band.

Bellaire—The Antrim Hardware Co. has purchased the harness stock of Chas. Knolles and will make this branch of their business one of their principal departments. A site adjacent to their store has been purchased, on which they will erect a storehouse and implement sales room, with the expectation of adding to it in the near future. The company, besides having their two store buildings filled with stock, has been obliged to rent the basement of the Kearney town hall.

Manufacturing Matters.

Detroit—The Star Corundum Wheel Co. has increased its capital stock \$10,000.

Eau Claire—The Michigan-Alabama fruit package factory began operations Monday. This is the only concern of its kind outside the trust.

Detroit—Brown Bros., cigar manufacturers, have voluntarily given their 900 employes a 10 per cent. raise in pay and are anxious to employ 200 more hands.

Pontiac—H. L. Jacobs, J. H. Patterson, F. G. Jacobs, H. L. Harger and A. Parker have organized the Union Buggy Co. for the purpose of engaging in the manufacture of vehicles. The capital stock is \$20,000.

Spalding—The Ross Bros. Co. has been organized with a capital stock of \$150,000 to engage in the manufacture of lumber. The members of the new concern are G. F. Ross, of Manistigan, and D. Ross and J. Cann, of this place.

Mendon—The Morgan Glove Co. has been incorporated with a capital stock of \$5,000 to engage in the manufacture of gloves, mittens, etc. The members of the new concern are J. A. Baird, O. R. Baird, A. A. Edmonds and H. C. Sausser.

Detroit—The Wayne Stove Co. has filed articles of incorporation. The capital stock is \$5,000, of which \$1,000 is paid in. The shareholders are: W. I. Owen, trustee, 497 shares; Benjamin Briscoe, Frank W. Prentice and Robert Lan, Jr., 1 share each.

Watervliet—The Fruit Belt Canning Co. is the style of a new enterprise recently established at this place by R. H. Sherwood, G. B. Huntoon, P. O. Bowe, of this place, and W. M. Baldwin, of Lawrence. The capital stock is \$7,150.

Hillsdale—The Loomis-Hamilton Glove & Mitten Co. has been organized with a capital stock of \$5,000 to engage in the manufacture and sale of gloves and mittens. The incorporators are: G. F. Loomis, H. H. Hamilton, of Detroit, and F. H. Woodworth and M. E. Allhousen, of this place.

Saginaw—The work of placing the machinery in the plant of the Michigan Wheelbarrow & Truck Co. has been completed and the plant will commence operations to-morrow morning. About thirty-five hands will be employed at first and this number will be increased as the business of the company demands.

Port Huron—The Port Huron Manufacturing Co., which proposes to develop the southern portion of the city for manufacturing purposes and also locate a desirable residence section, has been incorporated, and its articles of association filed with the county clerk. The capital stock is \$50,000, divided into 5,000 shares. Most of the shareholders are either stockholders or employees of the Port Huron Engine & Thrasher Works, and the association's first venture will be in establishing and operating a plant to be an annex to the thrasher company's business.

Hides, Pelts, Tallow and Wool.

The hide market remains quiet and depressed, with ample stocks on hand for all demands. The price of leather does not stimulate the purchase of hides.

The low value of pelts does not move them freely, yet the few would cut no figure at best.

Tallow is in fair supply and weak in price, although there is a slight advance over last week.

Wool is weak and can be quoted lower for want of sales. Eastern buyers, on account of their not being able to purchase at their price, solicit and secure consignments. The cost of State wools is too high for the present market at seaboard. While the clip is generally marketed, there is still a considerable quantity in growers' hands.

Wm. T. Hess.

The Boys Behind the Counter.

Scottville—C. T. Cadwell has a new drug clerk in the person of Wm. A. Hagen, of Muskegon.

Pentwater—C. L. Moody, who has been at the head of the Sands & Maxwell grocery department for years past, has tendered his resignation, to take effect July 1. Mr. Moody has not decided yet just where he will locate.

Nashville—Bert Peck, formerly with Sanford J. Truman of this place, has secured a position with Geo. J. Barney & Son, Charlotte.

Owosso—Edward Fuller is clerking at E. M. Johnson's grocery store.

Ionia—W. E. Polhemus, of Belding, has taken a position as salesman in the hardware store of H. B. Webber & Co.

It is a wise saw that keeps its own teeth sharp.

The Grain Market.

The wheat market has been excited and prices have advanced daily since our last review. The advance for July wheat in Chicago has been about 10c and for cash in Detroit also 10c per bushel, all owing to the crop failure in the Northwest—North and South Dakota and Minnesota—as no rains have fallen, and now rain would come too late to help the crop. The dry hot winds and scorching sun seem to be destroying what is still left of the spring wheat crop, while in the winter wheat section, where harvest has begun, wet weather has set in and is doing more or less damage to that crop. It looks now as if the wheat crop in the United States would be very short. In the three northwestern states it will probably be less than 75,000,000 bushels, where 225,000,000 bushels at one time was expected. The winter wheat is still figured at about 330,000,000 bushels, but we think this is overestimated, as Michigan, Ohio and Indiana will not have over 40,000,000 bushels; New York State claims a small crop; Pennsylvania likewise; Illinois has had too much rain, also Texas. Oklahoma will probably have 20,000,000 bushels. The claim for Kansas is 90,000,000 bushels, but 70,000,000 would be nearer correct. Our visible is getting down, being only 45,524,000 bushels. The amount of old wheat on hand is rather small, compared with what it was a year ago, and any one can figure how much we will have to spare for export. The United States will need 400,000,000 bushels for seed and bread. Foreign countries are mostly short as well as ourselves, especially France, where the shortage amounts to 80,000,000 bushels. Germany is short on rye and wheat will have to help out. Six weeks ago no one could be made to believe the present general disaster to the wheat crop.

Corn has advanced slowly, only about 2c per bushel since last week, but it would not be surprising to see it 50c per bushel.

Oats also made a small advance, but, owing to the present good outlook, prices can not be expected to go much above present level.

Rye made a 3c advance, the market being 64c for choice.

Flour has advanced about \$1 per barrel—not nearly as much as wheat. Mill feed is also very steady and will advance, owing to the higher price of corn.

Receipts were as follows: 45 cars of wheat, 10 cars of corn, 7 cars of oats. Millers are paying 80c for wheat.

C. G. A. Voigt.

Everything to Draw Trade.

Durand, June 21—A mass meeting of the merchants of this city last evening perfected an organization. The same was not named, but the purpose is well understood. Entertainments on Saturday afternoons and evenings will be given every week during the summer. They will consist mostly of vaudeville entertainments and band concerts. The officers elected were:

President—L. L. Conn.
Vice-President—D. B. Holmes.
Secretary—Harry L. Izor.
Treasurer—R. J. Chick.

Silver Rivalled.

It is stated by several well-known men in the trade that gold-plated ware will take a good deal of the silver novelty trade away. For instance, gold-plated clocks, candelabras in innumerable designs, are now being put on the market so cheaply that they will compete seriously with the silver-plated ware. Jeweled mirrors and photo frames are also in the race for popular favor.

Grand Rapids Gossip

The Grocery Market.

Sugars—Quotations for 96 deg. centrifugals are now 4 11-16c, showing an advance of 1-16c over last week. The demand is very active and still higher prices are expected soon. The refined market is also very firm and prices have advanced 10 points on all grades. This is due to the strength of the raw sugar market and to the large increase in demand which always comes at this time of the year and the fact that the refiners are from one to three weeks behind in deliveries. The demand is very active at the advance and everything points to a continued firm market, with the possibility of still further advances.

Canned Goods—Little change is noted in the canned goods market and there seems to be no great amount of business under way. Peas are still in a very strong position and in good demand, but there are very few lots of the new Baltimore pack being offered. The situation seems to be as unsettled and uncertain as ever. Reports from New York State tell of continued hot weather and probable shortage of crops. From Wisconsin and Indiana, however, come conflicting reports, some that the crops will suffer severely, others that the damage will not be very serious, but it is generally believed that the bulk of the peas for this year's consumption will come from Wisconsin. Spot tomatoes are still very strong and heavy sales are being made right along. Corn and beans are practically unchanged, with very little demand at present. That long-expected event in the canned goods trade—the naming of prices on Columbia River salmon by the combine—has happened at last and has caused considerable surprise and dissatisfaction. High prices had been expected, as a matter of course, but the trade was hardly prepared for what they got, as prices are 45c per dozen higher than last year on some grades. The reason given by the Association for the high range was the light run of fish on the River and the consequent short pack. It is generally accepted that the Association's long delay in making prices known was caused chiefly by its desire to have the outsiders clean up, thus leaving the combine in control of the situation. It is very likely that sales of Alaska salmon will be much larger this year than usual, as it will undoubtedly take the place of the Columbia River article to a great extent on account of the difference in price. The prices on new California fruits are almost as much a thorn in the flesh of the trade as the salmon prices and up-to-date buyers have held off and very few sales have been made. The trade seems determined not to buy at the prices named and as all reports continue to tell of great fruit crops this season, this position seems to be a very strong one. The demand for sardines is very good, but prices show no change as yet. There is practically nothing new regarding the new pack.

Dried Fruits—The strongest article in the dried fruit line is currants, which have advanced another 1/4c during the past week. The last few days, however, the market is inclined to be slightly weaker and it is hard to tell just what will happen from day to day. The growing crop in Greece is being badly damaged by worms and they claim there will not be over half a crop. If this damage is as extensive as appearances

indicate now, prices will remain as high as they are now if they do not go higher. It is hoped, however, that the damage will not be as great as anticipated. The recent sharp advance in the currant market has drawn attention to the statistical position of raisins. While it is true that currants and raisins do not conflict, so long as both rule at moderate figures, yet there is little room to doubt that an unusually high market on currants will lead to an increased demand for raisins. Raisins are in extremely light supply for this time of the year and there is not anything like enough to meet the ordinary requirements of the coming months. There will be a large crop of raisins in California this season in spite of some losses by frost. Apparently the crop will be above the average, but not so large as has been produced in past years. The California Prune Association is an accomplished fact. This means that when prices are made they will be maintained and that opening prices will be the lowest prices. The guarantee as to quality will be gilt edge. The news that the combine had at last been brought to pass strengthened the prune market immediately and higher prices on spot goods are expected. Prospects for a good crop of apricots are finer than for a number of years, and it is estimated that there will be fully 900 cars. Some drying is being done now, and it is stated that the quality is very good, the fruit being bright, of fair size, and remarkably free from slabs. Prices named are considered high and only a fair business is done. There is going to be a big demand for early apricots from all over the country, on account of there being practically none left on hand, but after the early requirements are supplied, lower prices may then be expected. Peaches are very dull and there is practically no business done in this line. The prospects are for a large apple crop all over the United States. This, however, does not affect prices of spot stocks, as they are too small to have much influence on the market. The crop of Smyrna figs is large and low prices will be likely to rule the entire season. Prices on California figs will have to be very low to enable sales to be made against the low prices of Smyrnas.

Rice—The demand for rice is rather light. Some dealers attribute the holding off to buyers anticipating new crop arrivals in the near future, and probably lower prices, but under present conditions the crop will probably be late and prices will rule firm on a higher basis. Holders, however, are patient and confident, as the total stock of rice in the North and South is barely one-third the amount ordinarily consumed during July and August, while nearly four months must elapse before the new supply of rice will arrive in liberal quantities. Prices meanwhile are firmly held.

Tea—A firm undertone dominates the tea market and prices for all grades are tending upward. Holders of spot supplies have renewed confidence in the future market, due to the fact that only light supplies are held in the country. As present prices are low a general advance is expected for the entire list. Reports from Colombo indicate shipments of Ceylon tea from Jan. 1 to May 23 to America as 2,053,598 pounds, against 1,041,513 pounds during the same period last year.

Molasses—The molasses market remains quiet and unchanged. Supplies are small and holders in general have ceased to place grocery grades of New

Orleans molasses on the market, preferring to hold off until August, when favorable weather conditions will create a general renewal of orders.

Nuts—There is considerable activity in most all lines of nuts. The market on shelled nuts is higher than it has been in some time. Peanuts are showing considerable activity, due largely to the hot weather. Stocks in Virginia are of good size and the farmers are said to be holding large quantities. Advices from Messina state that the new crop of filberts will be abundant. It is calculated that a third larger crop than last year will be produced. The market abroad on filberts is at figures which importers consider too high. Stocks, however, are light and dealers may be compelled to buy even at the high prices asked. The California almond crop is now figured to run about 300 cars for the season, against about 230 cars last summer. The heavy yield this year is due to a favorable season and the coming in of many new trees, taking the place of those spoiled by age or insects. Prices will be regulated largely by the cost of importation of foreign nuts. There is a good demand for Brazils, pecans and all varieties at about the same range of prices.

Rolled Oats—Owing to the strength of the grain markets, rolled oats have advanced 10c per barrel and 5c per case. The demand is very good at the advance, with the millers two to three weeks oversold.

C. Gilpin and J. Bingham have engaged in the dry goods and grocery business near Royalton under the style of Gilpin & Bingham. The dry goods were furnished by Voigt, Herpolsheimer & Co. and the groceries were purchased of Kidd, Dater & Price Co.

George E. Rowe has opened a store at 707 South Division street, carrying a stock of crockery and glassware and general bazaar goods.

IMPORTANT NOTICE.

Cripple Creek Stock to Advance July 1st. Notice is hereby given that after Saturday, July 1, the price of our Cripple Creek Gold stock will be advanced to 17 cents per share.

Subscriptions before that date will be received at 15 cents per share until the limited number of shares remaining are taken.

This advance is made because the acreage value of our property has been greatly enhanced by several rich strikes near it since we obtained control thereof, and because of the small amount remaining to be sold to raise the necessary money to acquire and operate the property.

To accommodate the many intending subscribers we have arranged to keep the offices, 19 and 21 Fountain street, ground floor (Auditorium building), open evenings this week. Prospectus, expert's report, etc., on application. Phones: Citizens 2008, Bell 250. Cyrus E. Perkins, Trustee.

The Produce Market.

Asparagus—35c per doz. bunches. The crop is nearly all marketed.

Bananas—Are selling better than the average. The demand for everything that arrives is much stronger than was anticipated and it is possible that prices may advance before the week is out. The quality of recent arrivals is good, which helps sales, and buyers are preparing for the Fourth of July trade, which is heavy in bananas, and promises to be better this year than it was last. Total receipts this week were less than 70,000 bunches, compared with 105,000 bunches for the corresponding week of 1899. It is expected that next week's receipts will be larger than this week's have been.

Butter—Factory creamery is stronger and higher, but the call is for dairy grades, which are in ample supply. Fancy creamery commands 19c, while choice readily fetches 18c. Fancy dairy commands 15c and choice fetches 14c, while packing stock has sustained a decline to 12@12 1/2c.

Beets—20c per doz. bunches. Cabbage—Caro stock commands 90c per crate. Mississippi stock fetches \$2 per crate. Home grown is coming in freely, finding ready sale at 50@60c per doz.

Carrots—15c per doz. bunches. Cauliflower—\$1.25 per doz. heads. Celery—20c per bunch. Receipts are increasing in size daily.

Cherries—Sour, \$1.50@2 per bu.; sweet, \$2.25@2.75 per bu. The quality is fine, but the crop is short and will be practically all marketed by July 4.

Cocoanuts—\$3 per sack of 100. Cucumbers—35c 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—Local dealers pay careful shippers 10c on track, case count, but prefer to receive goods on consignment and are netting consignors 10 1/4@10 1/2c. Canned stock fetches about 11 1/2c. The loss off averages about a dozen to a case.

Gooseberries—75@85c per 16 qt. crate.

Green Peas—Marrowfats, \$1 per bu.

Green Stuff—Lettuce, 50@60c per bu. for outdoor stock. Onions, 10c per doz. for evergreen and 12c for silver skin. Parsley, 30c per doz. Pieplant, 50@60c for 50 lb. box. Radishes, 10c per doz. for long, 8c for round and 12c per doz. for China Rose. Spinach, 35c per bu.

Hay—Carlot prices, track Grand Rapids, are: No. 1, timothy, \$12.50; No. 2, \$11.50; clover mixed, \$11.50; rye straw, \$7.50; wheat and oat straw, \$5.50@6 per ton.

Honey—Fancy white commands 14@15c. Amber is in demand at 10c, while dark is held at 9c.

Lemons—The lemon market stands up remarkably well, considering the large supply coming forward and the cool weather that we have been having up to within the last few days. Last week over 90,000 boxes of lemons arrived in New York City and were all sold at full prices. That there will be a heavy retail trade around the Fourth is a foregone conclusion and the bulk of the goods purchased last week will be used then. There has been no change in prices during the week, but if the present warm weather continues for a few days, prices will undoubtedly advance.

Pineapples—Floridas fetch 2 per doz. Plants—Cabbage, 75c per box of 200. Potatoes—65c for new and 40c for old.

Poultry—The market is strong, particularly on broilers and young stock. For live poultry local dealers pay as follows: Broilers weighing 1 1/4 to 2 lbs. command 18@19c per lb. Squabs, \$1.75 @2 per doz. Pigeons, 50c. Chickens, 7@7 1/2c. Fowls, 6@7c. Ducks, 8c for old and 11@12c for spring. Turkeys, 10c for hens and 9c for gobblers. For dressed poultry: Chickens command 10c. Fowls fetch 9c. Ducks are taken at 9@10c. Turkeys are in fair demand at 11c for No. 2 and 12c for No. 1.

Squash—\$1.25 per 40 lb. box.

Strawberries—This week practically closes the most profitable season Michigan growers have ever experienced. Prices range from \$1@1.20 per 16 qt. crate. The quality continues fine to the last.

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

Turnips—75c per bu.

Watermelons—20@25c for best Georgia stock. Receipts are heavy and a lively market is likely from now on.

Wax Beans—\$1 per bu. for Illinois and \$1.75 for home grown.

A woman who wears a stuffed bird on her hat is liable to a fine of from \$25 to \$50 by a law recently passed by the Legislature of Arkansas.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—A little better business is reported and fancy pea and medium are thoroughly cleaned up, with really choice marrows in light supply. Pea beans are quick sale at \$2.25@2.35 for good to fancy and medium \$2.15@2.30; marrow, \$2.15@2.25; white kidney scarce, but there is little call at \$2.25@2.30; yellow eye and red quiet at \$2@2.25 per bushel.

Butter—Market closed up strong last week, with some improvement in demand, especially first and good to choice grades. Buyers are looking for a little cheaper goods, say around 18@19c, as quality at those figures seems to answer all purposes. Extras were somewhat slow and holders urging business even when a shading had to be made. We hear some complaint of hot weather goods, but as a rule receivers are able to work off anything in that line at good prices. Dairy is coming in quite freely and not of as good quality as recently reported. Creamery Western extras, 20c; State and Pennsylvania, 19½@20c; firsts, 18½@19c; fair to good, 16@17c; dairy extra State, 18½c; Western, 18c; good to choice, 17@17½c; common, 15@16c. Outlook is considered strong.

Cheese—Receipts of strictly full cream grass cheese are light and there is some speculative enquiry, with holders inclined to ask above 10c on the finest. Fodder cheese and part grass is moving out fairly well and the feeling on the remaining lots of good stock is slightly firmer, while common to poor continues neglected.

Eggs—Strictly fresh State or Western are saleable at 13c, and regular fresh candled 12½c, and 12c at mark. The demand is satisfactory for the finest fresh, but quiet for other offerings. Good to choice, 11@12c. Duck eggs all too poor to bring above 13@14c per doz.

Dressed Poultry—Offerings were liberal at the close of last week and some lots of fowl arrived too late to go into the early rush and had to be sold at less than the market. Condition was not up to the average at this season of the year and we would again advise shippers to use more ice. Fowls, fancy, sold at 11c and occasionally 11½c; fair to good, 9½@10½c; springers, 16@18c, outside price for exceptionally fancy. Turkeys neglected. No young ducks offered and old too poor to quote.

Live Poultry—Active demand for fowl and everything sold on arrival at 10c and a few at a fraction more, while a few coops containing a sprinkling of old roosters went at 9½c. Broilers, when fancy, sold at 20c and ordinary at 18c, and several mixed lots, mostly runty stock, went at 16c per lb. No ducks in market and no call for turkeys.

Strawberries—Market has been strong for some days past owing to light receipts and sufficient trade to clean up all arrivals early. Selected large sold at 13@14c; fancy, 11@12c; good to choice, 9@10c.

Raspberries—Several lots of Southern black arrived in good condition and sold at 10@12c per quart. This week's business will, no doubt, be on a lower basis as receipts are expected to be more liberal. Red brought 9@11c per pint.

Gooseberries—So far all receipts were small and green and it took low prices to get rid of them, the bulk selling at 4@5c per quart. Medium and large would sell at 7@8c, and something extra at 10c per quart.

Currents—Small red sold at 6@8c per quart, outside price for ripe.

Cherries—Active demand and receipts comparatively light. Fancy 8 lb. baskets sold quick at 40@45c; good to choice, 35@40c; common, 25@30c; large fancy would bring 60@70c.

Plums—Georgia are in market and selling at \$1.50 for fancy per carrier; fair to good, \$1@1.25.

Peaches—Several cars arrived, but only a few carriers were in really good shape and these sold at \$1.50@1.75.

Pineapples—Offerings are limited to case fruit and demand has dropped off

materially. Fancy large fruit, \$3.75@4; medium, \$3.25@3.50; small, 2.75@3 per case.

Oranges—Navels are about out of market, a few seedlings and medium sweets selling at \$3@3.50.

Lemons—Liberal receipts; good demand. Large cases, \$6@7; Messina, per box, \$3.50@4.50.

Melons—Muskmelons so far have been disappointing in quality and low prices were accepted. Fancy quoted at \$2.50@2.75; No. 1, \$2@2.25 per crate. Watermelons in fair supply and lower. Large sold at 35@40c; medium, \$25@30 per 100.

Cocoanuts—Active at \$2.75@3 per 100.

Potatoes—Market filled with fancy old potatoes and at low prices and the same may be said of common to good new, white choice to fancy are in only fair supply and steady. Any bid on old potatoes is accepted and some of the finest we have had this year went at 25c. New fancy Triumph, per bushel in sacks, 55@60c; fair to good, 40@45c; Ohio, 40@50c; Southern, in bbls., \$1.75@2.25.

Onions—Market easier on increasing receipts from Southern points and only a fair demand. Fancy sold at \$2.50 per bbl.; per bag of 70 lbs., \$1.15@1.25; Bermuda dull at \$1@1.25 per crate; garlic, 6@7c per lb.

Asparagus—Receipts continue fairly liberal, mostly thin, small, poor stuff. Buyers are willing to pay \$1.75@2 per doz. bunches for fancy, while small drags at low and irregular prices.

String Beans—Offerings were light and with a good demand prices were higher. Wax, per bushel hamper or box, sold at \$1.25@1.50; green, \$1@1.25.

Cabbage—Heavy receipts; lower and demand only fair for present quality. Fancy green stock only wanted at \$1.50@1.75 for large crates; ordinary receipts, \$1@1.25; small at 75c@\$1.

Tomatoes—With a heavy supply of Mississippi flats at 75c@\$1, Florida carriers took a tumble down to \$1@1.75, outside for best stock.

Cauliflower—Fancy large heads sold at \$1.50; small and medium, \$1@1.25 per doz. Good demand.

Cucumbers—Light receipts; good demand and market firmer. Fancy sold at 60@70c; good to choice, 40@50c per doz. Southern barrels, fancy, \$3@3.50.

Beets—Active and firm. Best sold at 20@25c.

Turnips—Russian sold at \$2.25@2.75 per bbl.

Celery—Quite a good sized bunch came in from Kalamazoo, and although the stock was small buyers wanted celery of some kind and took the best lots quick at 25c; others went at 20c.

Squash—Marrow, \$3 per crate.

Honey—New honey is being enquired for; none offered. Old dull at 15@16c for fancy; No. 2 neglected.

Dried Fruits—Apples in better demand and stronger. Evaporated fancy in boxes, 7@7½c; fair to good, 5@6½c; barrels, 5½@6c per lb.

Straw—No receipts and what little is offered here is held too high. Oat and wheat would bring \$8.50@9 on track Buffalo.

Hay—Market firm. Prime timothy, \$16; No. 1, \$15 per ton.

Watch the Other Fellow.

Every man who advertises should read other advertisements. He should train himself in this line. He should be familiar with the tone of every advertiser in the town where he lives, and with as many outsiders as he has time and chance to study. The most successful men in any line of work are those who know best their own special ropes.

A serious, attentive demeanor while you are waiting on customers will insure you their respect.

GAS AND GASOLINE MANTLES

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

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

D. Boosing General Commission Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

EGGS WANTED

I am paying spot cash for eggs in ear 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.

Our line of WORLD Bicycles for 1900



Is more complete and attractive than ever before. We are not in the Trust. We want good agents everywhere.

ARNOLD, SCHWINN & CO.,
Makers, Chicago, Ill.

Adams & Hart, Michigan Sales Agents,
Grand Rapids, Mich.

FLY NETS

Cotton buggy or team fly nets. Shoestring fly nets in russet or black. Cord team nets. Upper leather nets. Any kind you can sell are in our stock where you can get them for a hurry order. This season has been our largest on fly nets and lap robes. The fine selection and prices have made it so.

Brown & Sehler
Grand Rapids, 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

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.

ODDS AND ENDS.

How to Utilize Them in a Grocery Store.

Odds and ends are bound to accumulate in the average grocery stock. Most retail grocers throw away or give away their odds and ends, thereby giving away their profits without realizing the real loss that the total amount of such stock will show. I shall endeavor to enumerate a few of my own methods of utilizing odds and ends of an average retail grocery store. Race ginger when kept in stock gets old and in some cases loses a large per cent. of its strength. Ginger that gets in this condition can be pulverized in your coffee mill and used in making a cheap ginger ale, or may be sold at your city bottling works. Salt found at the bottom of all mackerel and salt fish barrels should be drained of the brine and dried and sold for ice cream salt, which will bring you 1½ cents per pound. All old, rancid salt that has been used on bacon and dry salt meats until too old can be saved and sold as ice cream salt to cheap restaurants at about seven pounds for 5 cents. All specked apples, pears and other fruits should be cleared of their rotten spots and worked into mince meat. This class of goods you can make yourself, using spices that have lost their strength to a certain degree, or if you have not the time to make mince meat you can sell damaged fruit to your butcher or some firm that grinds mince-meat. Excelsior around goods should be saved until you get enough to sell to upholsterers and mattress factories. Of course excelsior is very cheap, and this saving won't amount to much, but it is the little things that count. All eggs that come to your store from the country packed in cotton seed should be removed at once to a box or basket and the cotton seed saved and dumped into a large box. It will surprise you how much cotton seed you can save in this way in six months. All paper—old newspapers, etc., that accumulate around your home and store—should be used in your store for wrapping up meat, mackerel, etc. A sheet of paper is a very small matter, but it will serve to cut down the grocer's paper bill no small fraction. Save all reply postals and returned ready addressed postals, as they represent cash. Save all empty sacks, barrels, boxes, etc., and if overstocked on vinegar barrels saw them in two and convert them into tubs, as they will bring a better price as tubs and sell faster. Save all lead that comes around bulk tea, as it is worth at present 3¼ cents per pound. Save all cracker dust and crumbled pieces, as you can convert such scraps into cracker dust by pulver-

izing on your coffee mill and selling to restaurants for frying oysters. Save all rancid scraps of dry salt meat and bacon, as some butchers use this in working into sausage, and while they will not pay you full market price for these scraps still it will help you "fill up the gaps" in your business. Package goods that are about to grow stale you can break open and dump on the bulk goods, and in some cases get just as much for them—in some cases more and in other cases you will lose or perhaps just come out even. All rice, peas, corn, oats, that get stale can be ground and used for chicken food or stock food. All vegetables and produce that shrivel and are partially decayed you can sell to your dairyman or barter for butter, as this would save you a great deal that the city garbage carts would get gratis. I have showed the principle of economy, and of course every grocer must vary his methods to suit his peculiar trade, stock and locality. Too much care can not be given to these little leaks, and there are thousands of other little wastes around a store that are too numerous to think of only in actual practice and daily experience. "Little drops of water, little grains of sand, make the mighty ocean and the beautiful land."—H. Eugene Fant in Merchants' Journal.

Cleansing of Mortars.

A very effective means of cleansing mortars is the following: A small quantity of potassium bichromate in fine powder is cautiously mixed with sufficient sulphuric acid to make a thin mass and this mixture applied to the surface of the mortar. After a contact of twelve to twenty-four hours it is washed off with water. Soap is usually unnecessary.

The odor of iodoform, musk, creosote, etc., may be removed by first washing with warm water, then, after thoroughly drying, pouring alcohol over the mortar and igniting. If all odor has not disappeared, the treatment with alcohol is repeated. Rubbing with powdered ergot is said to remove iodoform; ammonia water is effective in the case of valerian; and rubbing with powdered mustard and a little water for all odors. To remove odorous substances from the hands it is recommended to wash them with a moderately strong solution of salicylic acid.

A Change But No Relief.

"There has been quite a change in old Backbite, hasn't there?"
"How so?"
"He has taken to riding a wheel."
"I can't see that there's any change. He'll still continue to run down his neighbors."

It Works Both Ways.

The cancellation of merchandise bought in advance has always been a bone of contention between wholesaler and retailer and in all probability the abuse will exist in one form or another until business contracts are more binding upon both buyer and seller than is the case at the present time. In connection with this nuisance there are several phases that in all probability are not fully considered by the person who has goods to sell, who is ready to blame the buyer for a cancellation simply because the bill in whole or part was rejected, often without properly investigating the transaction in all of its phases and aspects. It appears that not a few of these cancellations one hears of from time to time may be traced to the efforts of a rival salesman. One, for instance, by whom the bill has been missed in the first place and who thinks he may play even in the deal by creating dissatisfaction in the mind of the merchant, to such an extent in fact a cancellation of the bill is effected.

It sometimes occurs that a salesman who has been making a certain territory, for some reason best known to himself, fails to cover it at the time expected. Doubtless somewhat chagrined by his failure to secure an order, he decided at least to make trouble for the man who did get it, and uses every means to make the merchant dissatisfied with his purchase. The better class of salesmen steer clear of such methods, if for no other reason than their own protection, but the practice is being carried on, and to it may be attributed part of the cancellations that harrow the wholesaler in his operations. The salesman on the road who is desperate for business, and has not much thought for subsequent trips, may feel that such a course may be pursued with impunity. The "Reporter" does not believe it. In the first place it tends to destroy the sacredness of a business contract, and cast suspicion upon salesmen as a class, in which case the individual who goes about inducing cancellations is injured with the rest. Every salesman is of course justified in getting all the orders possible, providing honorable means are

employed. Those who assume the attitude of the dog in the manger lower the standard of their occupation and work harm to straightforward business dealings. It is well to remember that it is a poor rule that does not work both ways.—Dry Goods Reporter.

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. 60c per 100 prepaid. 20 per cent. discount on 500 or over. Send for free samples. W. R. ADAMS & CO., Detroit, Mich. 30 West Congress St.



ALUMINUM TRADE CHECKS. \$1.00 PER 100.

Write for samples and styles to N. W. STAMP WORKS, ST. PAUL, MINN.

Makers of—Rubber and Metallic Stamps.

Send for Catalogue and Mention this paper.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

Tradesman Company, Grand Rapids.



50 CIGAR SOLD BY ALL JOBBERS

ESTABLISHED THIRTY YEARS

FOURTH OF JULY

PINEAPPLES—Indian River, finest grown, 30 and 36 in case, \$3.75. Be quick.

LEMONS—\$4.50; ORANGES—Navels, \$3.25; Budded, \$2.60.

LIMES—Fancy Cultivated, \$1.50 per 100.

WATERMELONS—30c each loose; in barrels, 2c each extra.

California Cherries, Apricots, Plums and Peaches. Everything that's new in Fruits and Produce. Have your orders here Friday, June 29.

A. A. GEROE & SON, TOLEDO, OHIO

THREE TELEPHONES AND POSTAL WIRE IN OFFICE

WHOLESALE FRUITS AND PRODUCE



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 27, 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 deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THE BOSTON EXPERIMENT.

When the experiment of municipal administration of industries was undertaken by the city of Boston, two years ago, it was thought that the demonstration would be under the most favorable conditions possible in this country. While Boston might have to dispute with Philadelphia in matters of municipal conservatism, it is generally conceded that in intelligence and cultivation the former takes the lead among the larger cities. So when an administration of its affairs headed by so significant a name as Josiah Quincy, the newly-elected mayor, proposed the undertaking, the favoring factors seemed as many and as prominent as possible.

The first work undertaken was that of doing the city printing. It was loudly heralded that in this department was to be effected a great saving and the securing of a higher grade of production than had been furnished by the old contractors. An expensive plant was equipped, but, unfortunately, the administration was better informed as to the theories of public service than as to the details of buying the various kinds of machinery and other material employed in such undertakings. The opportunity was a great one for the vendors of these goods, for the spirit of liberality which proposed to do away with the competitive principle in the public service could not be too severe in enforcing low prices, even had there been the knowledge and skill in buying which are considered so essential in private undertakings. Then, of course, there must be the same liberality in dealing with workmen, so the unions were called in to complete the work.

The spirit of philanthropic reform could not stop with a single branch of the public service. So far as opportunity permitted, the prosecution of all public works was undertaken by the new administration. It is probable that the

executive was actuated by a real desire, and expectation, that a theoretical utopia would result from his efforts. Practically, however, it was demonstrated that the move only served to give opportunity to the worse elements in public affairs.

Before the expiration of Mayor Quincy's term of office it had become so apparent that the millennium was yet far away that a change was determined. It became the first duty of his successor to make a reckoning as to the results of the experiment. Among the most prominent he finds the city burdened by a costly and inefficient printing plant which is furnishing a poorer grade of work at greatly enhanced cost, as compared with that furnished by private competition. In all the other city departments he also finds an army of hangers-on and inefficient workmen, which has reduced the public service to a deplorable condition. It thus becomes his thankless task to restore the old methods as rapidly as possible, but there is no power that can do this without tremendous loss and damage to the city.

The experiment of Boston may be a valuable lesson to other American cities. To varying extents similar experiments—and, unfortunately, with similar results—are being undertaken. Business men of experience and conservatism try to oppose such movements, but are powerless in the hands of the controlling elements in all our city governments. Prominent examples of the powerlessness of such opposition, and of the waste and inefficiency attending the work, are afforded by the projects being continually urged and undertaken by our own city.

The time may come when the public prosecution of municipal works is possible, but before it comes there must be a development of our conditions as to premanence of population, conservatism in public and civic matters, which can only be the result of many years of educational growth.

There seem to be a distinction and a difference between ready-made clothing and read-to-wear garments. The garments are for women.

The importance of society is not much to be considered when it thinks more of a crease in a man's trousers than of the quality of his brain.

It is time to talk about summer vacations. Those who are not to have one can the sooner close the question and be comfortable.

It does not follow that a man has failed in his business because he carries his diamond shirt stud in his pocket-book.

Old-fashioned lawyers used to write briefs and carry green bags. The up-to-date lawyer has someone to hold the bag.

A man may be so zealous in a good cause as to become a narrow-minded nuisance in any cause.

If worrying would do any good, it should be encouraged. As it is, it only wears out the worrier.

It requires no capital—beyond a good supply of nerve—for anyone to become a deadbeat.

All things come to those who wait, if they wait in the right place.

FOR THIS THERE ARE SCHOOLS.

In these June days, when innumerable schools, public and private, from those that teach A-B-C pupils up to the highest grade universities, are closing their sessions, and the colleges are turning out their thousands of graduates, the question may well be asked: "What is it all for?" The answer is simple. Man, like the infinitude of atoms of which he is composed, is put on this earth for use. He must play a part and it must be a useful part if he does his duty. If we are to accept the assumption that men, when they first found themselves upon this planet, were untutored savages, and that all the grand development which exists to-day is the result of human exertion, intellectual and physical, it shows what vast and immeasurable capabilities for usefulness are in human beings.

The first man was set to till and keep a garden. Man's lot is to dig, to build, to explore, to discover, and, while he is converting the rugged wilderness of a globe upon which his lot is cast into a physical paradise, he is required to improve his moral and spiritual nature in accordance with the physical and intellectual growth.

If this earth were already a physical paradise; if there were no more cities to be built and no more great works to be constructed for the promotion of human health, convenience, comfort and happiness; if our earth were fully explored, and all the mysteries of the heavens were made known, and all the secrets of nature revealed, and if the entire human race had been brought up to that state of progress and honesty and virtue that make up the highest standard of human character, then it might be time to close all the schools forever, since nothing would remain to be learned and no further progress would be possible.

No such goal of excellence in knowledge and morality has been reached. There are still tremendous depths to be explored, vast gulfs to be bridged over and myriads of mysteries in the physical and intellectual universe still undisclosed, while in the moral and spiritual spheres of existence man must still submit to his exclusion from the highest arcana. It, then, becomes him to continue to teach and be taught. Since man is enjoined in all his work, physical, intellectual, moral and spiritual, to go on unto perfection, which is the summit or goal of all progress, it follows that schools must play a most important part in this great movement onward and upward.

First, it is necessary to prepare each successive generation for the work that is before them. They can scarcely be expected to cherish liberty, work righteousness and promote progress until they are fairly instructed in what they are to do; and, next, those who are to explore and discover and lead in the onward march must know what has already been done by their predecessors, so that they will not blindly grope through labyrinths which have been threaded and explored by others.

Too often have men with large capacity for physical and mental investigation wasted their energies in exploring the rubbish of science and philosophy already cast off by others. It thus becomes of the greatest importance that all the knowledge which has been attained shall be put on record and supplied to those who want to explore the hidden things of matter, mind and spirit. Let each student be taught what has been done by those who have gone before

him, so that he will waste neither time nor talents in useless researches.

While it is possible to educate some of man's capabilities, leaving the others dormant and uncared for, that is the worst sort of education. It makes men lopsided in mind and character as well as in body. Many will remember the request of the galley slave in the famous story of "Ben Hur," that he be not required to row always on the same side of the ship, because such work would make him lopsided. It would develop the muscles of one side of the body at the expense of the other. Even although he was a galley slave, he wanted his body to be built up symmetrically.

The first and chiefest purpose of education is to teach the essentials of knowledge, so that we may realize that we are something more than mere animate creatures, but are members of a great body of civilized society to which we must contribute our share of service; that we are freemen and citizens clothed with a responsibility and duties for which, in order to perform properly, we must have due preparation; that we are charged with a share in the making and administration of the laws, and are, in that sense at least, our brothers' keepers.

It is a perilous thing to intrust the densest mental ignorance and the lowest moral depravity with the making and administering of the laws, and, therefore, the citizen should be morally, as well as intellectually, prepared for his duties. Thus it is that the responsibilities of citizenship should not be thrust upon those who are unfitted, and it is for the proper preparation of citizens that the schools, public and private, are maintained.

Some uncomfortable statistics have been published recently showing that lightning had more victims in the United States in 1899 than in any previous year since a record of such fatalities has been kept. The yearly average is from 100 to 150 deaths from this cause, or about one to every seven or eight hundred thousand of the population. The chances against death by lightning are consequently enormous; but still people are prone to be timorous and seek featherbeds during thunder storms. The most widespread faith in lightning rods exists, but without much foundation, as it is reasonably certain that the ordinary rod is without value. It is, of course, impossible to prove that lightning rods have ever been of use, since no one knows what would have happened to the premises now adorned with them if they had been absent. At least, they seem to do no harm. It is curious that lightning, which was certainly the first electrical phenomenon ever observed by mankind, is still one of the least understood. Nothing definite is known of its origin, nor can any positive laws for its behavior be laid down with certainty.

Four hundred elk tusks were sold in Spokane, Wash., the other day for \$1,000. The demands of the members of the Order of Elks and the growing scarcity has increased the value of the tusks. Fourteen years ago a Montana man paid but \$80 for an Indian head-dress that contained 800 elk teeth. Last year a similar head dress containing but 280 tusks sold for \$200.

The boy who thinks he has too many fingers, or hands, or thumbs, may be able to shoot some of them off with his fireworks on the Fourth of July.

AMERICA FOR AMERICANS.

The words are deceptive. They look well; "they become the mouth as well;" but their need "is un-American," if look and sound and sense are to agree. Exclusive is not an American word except by adoption and its idea is wholly at variance with American thought and life. Our history from the Mayflower refutes it. The first lonesome furrow which the keel of that famous vessel plowed in the Atlantic, had it left its sign, would have foretold what has already taken place, that America is the land of freedom for the oppressed of everywhere and that here all that is best in civilized life would be realized by those from the uttermost parts of the earth who by headcraft and handicraft have made it not only the leading nation but the open door for all climes and lands and peoples.

It has remained what that first shipload of Europeans intended it to be. There has been an occasional flurry of political amazement when international law has insisted that peoples but not governments are welcomed here; that throne and scepter and crown must remain where they have been born and lived and are dying; that valley and hillside and snow covered mountain top if they have borne the shadow of these symbols of human power, bear them no longer, and that from Greenland to Cape Horn it is the Republican continent with hospitable doors and welcoming hands that greets the suffering immigrant.

With this for a basis there is the thought, occasionally expressed in trade circles, that the Monroe doctrine should be made to cover the commercial as well as the political world; that as England has been forced to loosen her clutch upon the gold mines of Venezuela, so she and the rest of Europe should be compelled to give up their trading interests in America. The Old World is dying. Let it die. The New World is taking its place. Let it receive every encouragement and let the time be hastened when republic shall join right hand with republic and so hasten on the millennium of "life, liberty and the pursuit of happiness" as these can only be realized in this Western World. If this Golden Age is ever to be, now is the time to bring it about, and trade is the agent to do it. Brazil has discharged her emperor; the last boatload of Spanish courtiers has been sent back to Spain and there is nothing now to prevent the inauguration of those commercial relations which alone are necessary for this much desired result. The whole Republican continent, North and South, is ripe for it. Take the Argentine Republic as an instance. Since that republic's existence England has had the most of her trade. She sought it early and she found it. She studied its needs and wants and supplied them. She built ships for the transportation of goods and carried them. She crowded every nook and corner of that country with her handiwork until there was, seemingly, no chance for another nation's entering wedge. Germany saw and envied. She sent agents to that Southern republic. They carried samples and left them. Her best goods followed and the Argentines are buying them instead of the goods from England. Now, if the newborn theory is nourished America must put a stop to this. Let "America for Americans" be the trade motto of the United States and carry out the principle that the motto embodies, in its relations with

the Southern republics. That will give new life to trade on this side of the Atlantic. That will show the Old World soonest and best that her commercial reign is over. That will place the United States at the head of the line so far in advance of her immediate follower that that one and the others will despair of recovering the lost ground and acknowledge that the last shall be first.

According to the old law of selfishness, that is the consummation devoutly to be wished; but the old has passed away, and so wholly un-American is it, in theory and in practice, that it will gain little hearing and no following on the continent of republics. It is, doubtless, true that the Argentine Republic is not only ready but eager to exchange frequent commercial courtesies with the United States and it is also true that these have been exchanged. The people there like American goods and they have already said that trade with us is preferable to that with European countries. It is more than probable that in due time this will be established, but not on the principle of "America for Americans." There will be no closing of doors or of ports on that hide-bound policy of the Middle Ages. If England can secure the trade of South America by the superior quality of her manufactures, it is well. If Germany by a more skillful manipulation of trade and by a better line of goods can surpass England, England has only herself to thank for it; and now, if both those countries, with the prestige of time and experience to aid them, find that American goods are displacing theirs in the South American markets, it will not be on the "America for Americans" principle, but on the broader, truer and more generally admitted principle that "the best wins." It may take some time to bring this about, but it is sure to come. Without doubt the goods that South America wants most are those which the United States can best make. Indirectly they are reading the Southern markets. In time they will not go first to Europe in European ships and thence to South America as they do to-day; but when a line of American steamships is established between North and South America and the goods can be carried on such a line, the trade of England and Germany now existing with the Argentine Republic will become too insignificant to be recorded. For years that government has offered to grant a subsidy to a steamship line and it is not unreasonable to suppose that this Government would grant a subsidy of an equal amount. Let this be done and the trade interests of this hemisphere would take good care of themselves and it would not be done on the un-American idea of "America for Americans."

People complain of having to swallow bitter pills without understanding medical science enough to know that if pills were not nasty they would not be considered as useful medicine.

The worst thing about tired people is that they want to be waited on and are not willing for other tired people to rest.

Good eyes give a good appetite. If a thing looks good, tongue and palate may be persuaded that it tastes good.

A proposal always seems sudden to a girl, although she may have been expecting it for a number of seasons.

A Paris girl killed herself on a bed of roses. Her life had not been one.

WOODS AND BUFFALOES.

These two natural products of the United States seem fated to destruction. The knock-down and drag-out idea is the only one entertained in regard to them. Walk up and help yourself, take your pick and don't bother about anything else, is the policy that so far has been followed until our forests have gone and the buffaloes are gone, too. Had both been plagues no surer way of getting rid of them could have been hit upon. The woods of Maine, the timber lands of Michigan, the pine regions everywhere, have shuddered at the approach of the woodman's ax and fallen before it—it has been a clean sweep everywhere. Through carelessness and indifference what the ax left fire finished; and so thorough has been the destruction that the climate has been affected and is offering its protest.

The fate of the woods has come upon the plains, the buffalo being here the victim. The criminal destruction of the King of the Prairie is inconceivable. Like the woods, the only thought seemed to be to get rid of them. They were everywhere, and everywhere they were slaughtered. Numbering millions, they were killed by the million. In three years, it has been stated on good authority, 4,373,000 were wantonly destroyed in the Southwest alone. The Government was as indifferent as the cowboy and the result is that hardly an animal remains. Stirred to its duty it placed 400 of them in Yellowstone Park; but nothing has come of it. The Flathead Indians have been more successful and have preserved a small herd; but, with only now and then a dissenting voice, the idea seems to prevail that the Indian and his game may as well pass away together; that we can well get along without either. Neither has been understood by the white man and any attempt at cultivating the buffalo will be a failure.

In opposition to this comes the cheering statement that this is not true. The buffalo, like common diseases, if conditions are looked out for, will not only look out for himself but will thrive. Let his original environment be restored and in time the plains will be again covered by them. To this should be added the inducement of the Government to make the raising of the buffalo a private enterprise. There is doubtless "money in it" for the man who has the gift of the cattle raiser in him, and with the United States as a backer the plains will regain their old "pride and glory."

The destruction of the forests and the buffalo has led to a good deal of fault-finding with the Government; but the trouble does not lie there. There is too much of the idea prevailing that the duty of American citizenship lies only in the election. We lie and cheat and circumvent our political enemies in every possible way to elect our man and then expect the elect will do the rest. The woods are destroyed; let Congress take care of them. The streams are depleted; Government must restock them. The buffalo is becoming extinct; it must be looked after by those in authority. In the meantime the lumberman goes out with his gang to the woods, the fisherman starts out with his tackle to whip the streams, and with dog and gun the hunter, with pride in his heart, at dusk comes in to announce that he guesses he's killed the last buffalo in the state.

With a little less dependence upon the Government and a great deal more up-

on the exercise of personal self-control, these and many other questions will be satisfactorily settled. The wanton destruction of anything should be stopped and public opinion, the hardest condition to face, should oftener frown upon these vandals who are determined to entertain themselves at public expense no matter what it costs.

A cotton milling company, to be owned and controlled entirely by North Carolina farmers, has been organized. The new mill is located at China Grove, and will be known as the Linn Mills. The capital stock has been subscribed by the farmers who live in the neighborhood, to the amount of \$50,000. As soon as the mills are in successful operation it is the purpose of the corporation to increase the capital stock to \$200,000.

A new use for the phonograph has been found in New South Wales, where a candidate who found it impossible to visit all parts of the sparsely-settled region he wished to represent in the legislature dictated his speech into an instrument and sent a number of copies about for his constituents to hear, a large picture of himself helping the voters to know whom they were voting for.

Speaking generally, all meat intended for export undergoes five separate inspections, four of them being under direct Government supervision, and all meat intended for home consumption undergoes at least three inspections. The inspecting begins at the time of the sale of the swine or cattle.

A French physician has discovered that it is healthy to yawn; he goes further and advises artificial yawning in cases of sore throat, buzzing of the ear, catarrh and similar troubles. The process is said to be as efficacious in its way as gargling, with which operation it should be combined.

The increase in bicycle manufacture for the current year will be about 10 per cent. over last year. There are some fifty manufacturers in the United States and the total output for 1899 could hardly have been less than 1,000,000 wheels, making the total number in the country about 6,000,000.

The American employes of the De Laval Separator Company's works at Poughkeepsie struck in a body when the Swedish flag was hoisted to the top of the flagpole on the factory, and they stayed out until the banner was lowered and the stars and stripes run up in its place.

Bank deposits in Montana have more than doubled in six years, while in Wyoming they have trebled. The people of Montana, numbering only 260,000, have \$8,760,823 in bank, and each bank account has an average of \$712 to its credit.

A German authority has recently announced the discovery of a tree in the forest of Central India whose leaves are of a highly sensitive nature, and so full of electricity that whoever touches one of them receives an electric shock.

The man who goes on an excursion when collectors are waiting for him to pay bills is building up a business reputation that may some day do him so much good that he can not run into debt.

Speculators in produce quite often go down while waiting for prices to go up.

Clothing

Gossip About Straw Hats and Summer Suits.

There are two hats that will be worn this summer almost entirely to the exclusion of all others. They are that semi-annual favorite, the straw hat, and the new favorite, the pearl or mouse colored alpine, with the large and straight brim. It is remarkable what a liking people have taken to them, as they are of military appearance, and there is tendency towards "imperialism" in dress; witness the square shoulders on the sack suits, as well as their snug fit, the Raglan overcoat, etc. At the present writing, I observe that they are worn much more extensively than is the straw hat. In fact, this very popularity may come to the rescue of the straw hat, as the above-mentioned alpine is being worn by such a large and varied class of people that it may for that very reason taboo it in the minds of the best dressers, who will fall back upon the straw.

* * *

While the straw hat may be purchased at very low prices, it will not stand the wear caused by time and weather that the flat-brimmed alpine will, unless it is of very good quality. There is not much change in the style of this season's straw hat. The crown is a little lower and the brim slightly narrower, but the change is so slight that it is almost imperceptible. Rough straws are the most fashionable. One sees very few straw hats worn with fancy twisted ribbon bands, and the best shops, true to their usual custom of catering to the best tastes, as a rule do not show them in their windows, excepting in some cases, where they are displayed loose, that is, not on the hat, but hung by the side of it. Black ribbons, the various shades of blue, and small and neat polka dots of red, white or blue seem to have the run.

* * *

Some stores ask from \$4 to \$7 for their hats, but a straw hat that will give good satisfaction and that will look well can be obtained for \$2. A number of novelties are on exhibition, it goes without saying.

* * *

According to some authorities, the after effects of a straw hat caught in a shower can be cured by placing heavy books on the crown and brim and putting the hat out in the sun. To remove stains, there is nothing better than lemon. For several years the hatter has been trying to introduce the alpine straw hat, but with little success. They were to be seen in the windows of the retailer—and remained there. This year their efforts are meeting with better success, as I notice quite a few plain band alpine straws being worn, but mostly by men of middle or mature years. They do not take well with the younger generation. Panama hats in alpine and sombrero shapes are arriving from Southern points in large numbers. They are expensive, costing from \$10 to \$20. One of the latest is an alpine of split bamboo, darker in color and lighter in weight than the Panama. Knox imported them from Manila, and they are interesting, being our future citizens' first contribution towards our fads and follies. If some of their attire for warm weather were also adopted, our citizens would keep much cooler during the summer.

* * *

The new golf hat has a flat-topped,

round-cornered crown of brown grass linen, with a curling brim of brown, red or blue felt. The crown is well ventilated, and the large, twisted brim affords good shade, so that it is one of the coolest and most comfortable hats worn, and has the additional advantage of looking well on almost any shaped head. Of course, that all-year necessity, the derby, is still worn by a large number of men. The crown is slightly lower and the brim a little more curled and not as broad as last summer's. No well-dressed man wears the brown derby, and a number of stores sacrifice them for \$2.

* * *

In looking over a July trade paper of 1898, I find the statement that flannel suits have gone entirely out of style, very likely not to return again for some time. But the present proves what very poor prophets men are. This year it was predicted that flannel suits would regain a great deal of their old-time favor, but I do not believe that the most sanguine prophet who said that they would again come in had any idea what a sudden and violent popularity they would again attain. I do not believe that it is an exaggeration to state that, out of every three or four averagely-dressed men that one meets on any warm, pleasant day, one has a flannel suit on. At first the patterns were somewhat limited, either a gray or blue, with a white stripe, but now they are much more varied, and many pretty effects that do not limit themselves to the stereotype styles are seen. Many of the most stylish have a thin, almost imperceptible line of green running through, while I noticed one made of a light green with white stripe, that was nobby, although slightly loud. The most stylish suit is one of very rough gray flannel, either plain, or with a faint stripe. No vest is worn, and the best shirt is either a negligee or a flannel. The jacket is cut either rather loose, or fits the back tightly, with military shoulders, very much on the order of the sack coat. The latter is worn a great deal, and has already been described in a previous issue. Gray is also the prevailing color in these goods. One of the chief advantages, and a very important one, is that gray harmonizes with almost any of those rainbow effects that men affect in their hose and shirts and ties. In about a week or so, when the summer season is in full blast, the dinner jacket comes into prominence. It takes the place to a large degree of the full dress coat that is worn during the winter, excepting at a wedding, or at the most formal affairs. At a hop in any summer hotel the dinner jacket is in perfect taste, and even such an informal dress as a blue serge, with white duck or white flannel trousers, is permissible at a summer affair.

Literary Difficulties.

"She has been talking about writing a novel for years," said one woman. "Yes," answered the other. "But I don't think she'll ever get it completed. She has followed the plan of those authors who study their personal acquaintances for types of character." "Isn't the method a good one?" "Not in her case. When her husband refuses her anything she wants to put him in as the villain, and when he does as she wishes she wants to make him the hero. It keeps her continually rewriting the first chapter."

By a Large Majority.

A Chicago paper refers to "feminine butter." If there is really sex in butter, the large majority of us will prefer the weaker sex.

A Record Breaker

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

7.50

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

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

M. Wile & Co.
MAKERS OF FINE CLOTHING

for Men, Boys and Children.

Buffalo, N. Y.

When Mr. Customer Says



"I want another suit and overcoat the same make as you sold me last year," you know what it means; you know that that is the line you want to carry. And that is just the kind of a line we're putting on the market. "H. Bros.' Correct Clothes" are built for the trade that purchase good clothes, that are looking for style, for appearance, for fit, for wearing qualities. Every suit and overcoat we turn out is watched from the sponging of the cloth till it's packed ready for shipment. Each and every thread of the material, of the trimmings, each and every part of the manufacture is guaranteed by us. When we say we are turning out "better quality for less money" we mean just exactly what we say, and you will find a pound of truth in every ounce of trial you give us. There's no fancy expense account in our ledger; 90 per cent. of that account goes into the manufacture of our clothes, and the other 10 per cent. we spend telling you about it.

\$3.75 to \$16 is the range of prices on our Men's Overcoats for Fall; \$3.75 to \$14 for Men's Suits for Fall. We also have an excellent line of Boys' and Children's Suits at popular prices.

We should be glad to send you samples if only to prove the modesty of our claims, or a representative will call any time you say.



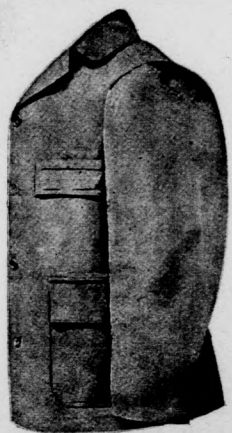
Heavenrich Bros.



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.



Dry Goods

The Dry Goods Market.

Staple Cottons—Prices are rather unsettled, and a buyer with an order for any quantity has things practically in his own hands of the outside lines. Standard goods are still firm. Ducks and brown osnaburgs are without change. Bleached cottons are quiet. Brown sheetings are dull. Buyers generally look for a lower level of prices all along the line for regular lines, both standard and unticketed. There is every reason to show that business will be excellent when a standard is decided upon, but until that time only enough yards will be bought to cover immediate and known needs.

Prints—The step which has been waited for so long has been taken at last, and fall prints may be said to be formally open. The initiative step was taken by Lawrence & Co., when they named 5c as the long price for their Pacific Parthians and Cocheco Amaranths, which are full standard fancies. As we have previously stated, a considerable amount of business was transacted previous to the naming of a price, but much of it was on the "at value" basis, although a part of it is said to be on a contract price. If the contract price was anything like the prices which were talked of earlier, there is likely to be some crawling on the part of buyers who will seriously object to paying 6 or even 5½c for what is now quoted at 5c. This price is lower than the trade in general expected, and there is a little quiet kicking among other agents who had almost made up their minds to say 5½c. Lawrence & Co. had, however, made a series of tests in the market, and come to the conclusion that 5c was as high as the market would stand. The printers decided that it was necessary to make this price in order to do business. If the preliminary orders taken by a number of houses are to be taken as indicative of the future, the business promises to be large for the fall season, yet there is many a slip, etc., as the market has found out to its sorrow in past seasons. At the price set, there have already been some fair sales, but it seems as though buyers were a little uncertain about the situation, and did not want to take any decided steps yet. They feel that as long as the opening prices are low, it may mean that agents have lost all confidence in the market, and that they may be able to do better by waiting a little while. They must not be too sanguine on this point, however, for when buying has progressed about so far, prices are promised to show advances. Be this as it may, the market can now be considered low, and the buyer will run very little risk in making purchases. There are, however, plenty of signs of life to be found, and reports are given of orders placed for fair quantities, one agent showing a record of one order for 60 cases, and a number of orders for 10 and 15 cases. The majority of printed goods are now shown with open quotations, and practically all are doing business. Fine wide specialties are doing fairly well in reorders, although there is nothing new to report, and there is a moderate business for next spring progressing.

Ginghams—Ginghams are in good shape all along the line. Ready supplies are limited in fancies and staples, and the demand is sufficient to prevent any accumulation.

Dress Goods—The developments in

connection with the dress goods market have brought to light nothing radically new. Manufacturers and agents are turning their attention to the spring season, and preparations of styles, etc., are under way. The volume of business doing is small, it being too early for supplementary orders of consequence. The mills are very busy in the endeavor to live up to delivery agreements, but in many instances have their hands full in this respect. The jobber reports little change in his business. He has found the retailer averse to buying largely of fall goods so far, but this does not necessarily promise trouble. The retailer is not credited with having carried over a large amount of fall stuffs, but he has been influenced to go slowly at first in buying fall goods, until he turns a considerable portion of his various lines of spring and summer goods, not alone woollens and worsteds, but wash fabrics, etc., into cash. The only department of the goods market which remains to be mentioned is the fancy goods end, which shows no more life than a month ago.

Underwear—It is still rather early for the manufacturers to receive reorders for heavyweight underwear for the Eastern jobbers, but quite a few duplicate orders are being received from the more westerly buyers. The prices, as far as we could ascertain, show a slight advance in most lines. Cancellations are unusually light. Why this is so, it is difficult to ascertain. According to the most authentic reports, the jobbers have greatly overbought. That the Western jobbers do not believe that this is the case seems to be proven by the steady amount of duplicates being received by the manufacturers. This embraces many lines, the manufacturers receiving the most frequent demand for fleeced underwear, wool and merino. The primary market is rather bare of fleeced goods, as there was such an unusually large demand for them. In fact, some of the mills are unable to receive any duplicate orders in this line.

Carpets—The carpet trade in general is a little slow at the present time. The ingrain carpet manufacturers report orders at the full prices for standard extra super ingrains coming in very slowly, as the relatively low prices for tapestry carpets have caused the buyers to place more orders for the latter. Large New York mills, making both grades, report the tapestry in the lead. In order to overcome the difference in price there has been finer worsted substituted to a larger extent this season than usual. Many of the carpet mills have a large number of looms standing idle, and those who are the most active have shaded prices.

Smyrna Rugs—There is the same disposition to crowd the manufacturer of Smyrna rugs for lower prices, which he has to decline. Consequently, there is a lull in the sale of those goods. There is every confidence that the market will be firm and sales large in due course of time.

The Gallantry and Nobility of Union Workmen.

From the New York Sun.

In Dayton, Ohio, the other day the union cigarmakers on strike, imitating the St. Louis street car men, assaulted the women who took their places, clubbed them, pulled their hair and some they stripped of their clothes. This is an indecency at which all must feel a sense of horror, even the shallow sentimentalists who shut their eyes to deeds of this kind when organized labor commits them upon men.

But there is no difference in the rights

of the sexes to freedom from insult or abuse. Neither is there any essential difference as to outrage between the extreme brutality of the strikers in St. Louis and Dayton and simply raising the cry of "scab," which is still heard by the cigarmakers in New York factories from which the union cigarmakers went out on strike.

No man earning his living peacefully and legitimately should be attacked or aspersed or incommoded by word or deed, and if necessary the entire power of the Government should be exerted for his protection.

Wanted the Product of One Hen.

The Bride (at the grocery)—Yes, Mr. Sorghum, I'm very particular about eggs.

Mr. Sorghum—Quite right, mum. The Bride—You see we get one cow's milk regularly every morning, and I wanted to make an arrangement with you so that we could get the eggs of one hen.

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

Chas.
A.
Coye,

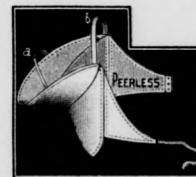


Manufacturer and Jobber of

Bunting and Muslin Flags,
Flag Poles and Holders,
Large Umbrellas, Awn-
ings, Tents, Seat Shades.

11 Pearl Street,
Grand Rapids, Mich.

Peerless Dress Shields



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

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

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.

JUST ARRIVED



We have just received a new lot of Gents' Balbriggan Underwear, prices \$2.25 a dozen and up.

Also have a complete line of Ladies' Gauze Underwear at all prices.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

HE GOT A HALF.

And the Clothing Merchant Now Wonders Why.
Written for the Tradesman.

The man was young, certainly not over thirty, but he had the look of one who had seen a good deal of life and not always the pleasantest side of it. His attire was shabby and cheap, but his brisk manner carried off the faded garments well. The clothing dealer, thinking only of a sale, advanced to meet him as he stepped into the store.

"What can I show you?" he asked.
"Show me a way to earn some money," was the reply.

"Oh, you want a situation?"
"Yes, sir."
"There are no vacancies here."
"Are there likely to be?"
"No."

The shabby man started for the door and then turned back.

"I see a vacant desk here," he said.
"May I sit down and write a letter?"
"Certainly."

The man sat down, picked up a pen, dipped it into the ink well and held it above a sheet of letter paper for fully five minutes without making a mark. The merchant watched him curiously.

"Say," said the stranger, presently seeing that the merchant was not busy, "I have always sold clothing and now little about the correct forms of correspondence. If you wanted to write a letter to the President of a life insurance company how would you begin it?"

"Why put the name of the man first, his office next, the number of street and city to follow," replied the merchant.

"I want to get it just right," said the shabby man, "because this letter is an important one. There! I guess that is all right. Now I'll begin. I want to tell him that I am dead and would like to collect the thousand dollars payable at death. How shall I say it?"

The merchant gave a quick start and threw one hand toward a pocket in the basement of his trousers. The man was certainly mad.

"Want to tell him you're dead?" he ejaculated. "Why, he'll dump the letter in the waste basket."

"Oh, I don't know about that," said the shabby man. "A man doesn't have to abandon all signs of animal muscular action in order to be dead, does he? No, sir. I'm walking around simply as a form of life, but I'm dead individually. Yes, sir. The John Doe this company insured a few years ago is no more. That man had friends and a place in the world of men. This person you see has neither. Muscular action continues, just as it continues in a hen after the head is chopped off. That's all flop and bump, directed by no intelligence. Do you think that would be a good argument to use with him?"

The merchant sat down and lighted a cigar. The man at the desk was still smiling.

"It might answer," said the dealer.
"And here's another thing," said the shabby man. "When a man is alive, he is recognized as a being with wants. Eh? Did you ever hear a person ask a dead man what he would have for supper or where he meant to pass the night? No, sir. Well, I'm dead. I'm supposed to exist on thin air and sleep somewhere in the clouds. If I lie down in an alley, the hurry-up wagon comes bowling along and gathers me in. And I think sometimes that the police make a lot of noise running in a ghost. Did you ever see a live man that wasn't in touch with humanity at some point

or other? Well, this getting run in is the sole spot where I touch humanity, but as I get neither my name, address nor occupation credited to me at the station house, I have made up my mind that it is not the man this company insured that is under arrest. So, you see, I'm dead as a door-knob."

"If you want the price of a square meal," began the merchant, "or a night's lodging—"

"I'd rather you wouldn't talk that way," said the shabby man. "The first thing I know you'll bring me back to life again, and then I can't collect the money due on my life insurance policy. I'd rather be dead and have the money. Still," he added with a sigh, "I presume that if I had a thousand dollars I'd find people taking human interest in me again, and then I might come back to life as the old John Doe. Do you think the company could arrest me if I did for obtaining money under false pretenses? What would you advise under the circumstances?"

"You appear to be a bright sort of a chap," said the merchant. "When did you have a square meal?"

"About a week ago."

"Well, I don't want any dead men walking the streets, beating the funeral directors out of an honest profit, and if you think you can be restored to life by means of half a dollar I believe I'll invest."

"That might do," said the shabby man, "and then I could write to the insurance company when the half dollar was gone."

"I'd like to see the answer you'll get from the company," said the merchant, with a laugh.

"I don't see how they can get around it," said the shabby man, with both eyes fixed on the silver in the merchant's hand. "Now, let us suppose me to be a barn."

The merchant began to look wild again.

"If I'm a barn and burn down the insurance is paid. The company can't point to a few charred and broken timbers and say 'you don't come it over us! There's your barn!' No, sir, they pay the coin or build a new barn. Now, look at the matter in a reasonable light. Because there still exists a piece of the wreck this company insured as a complete structure, yet no longer filling the original purpose for which it was created and insured, does that let them out on the payment? I should say not. I'm a barn burned down and it's just the remains of the frame that's talking to you. Look at it in another light—"

But the merchant threw the shabby man the promised half dollar and he made for the door. The next time he saw him he was trying to make a policeman who had him in tow believe that he ought to be taken to the morgue instead of the station house. Alfred B. Tozer.

Advertising will not work miracles. It will not make a badly managed business pay. It is not a substitute for careful buying, cash discounts, wise arrangements or effective organization. You must have the right article, purchased or manufactured to the best advantage, handled in the best way, offered at the right price, or advertising will prove a useless expense. Organize your business so as to secure for the public the best that is going for the money; buy in the best market; get your cash discounts and all other advantages and—advertise.

Never decry your opposition. It is tangible evidence that you feel sore over his power to secure trade from you.

Grand Rapids

Bark and

Lumber

Company

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

We pay Highest Market
Prices in Spot cash and measure bark when loaded. Correspondence solicited.

419-421 Michigan
Trust Building,
Grand Rapids.

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

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 experienced men.
Call on or write
us.



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

Terrible Fate of the Champion Broncho Buster.

Written for the Tradesman.

"Oh, Jim, ye ain't a goin' to ride thet hoss, are ye?"

"Yes, Mollie, why not? Ye know I'm not affraid o' nothin', an' ye sure wouldn't want me to say I was affraid of a hoss, would ye?"

"No, Jim, of course I know ye ain't affraid; but I am. I'm always affraid for ye when I know thar's danger. Please, Jim, don't ride him. Jest to please me, Jim, take one o' the others. Thar's a dozen on 'em in the little hoss pasture an' it won't take no time to catch one o' them up."

"Come, come, Mollie, you're a borrowin' trouble for no sort o' use. Ye know thar never was a bronch that could git the best o' me when once I'm in the saddle. Hain't I won first prize on Frontier Day for the last five years? You jest run in 'n' tend to baby 'n' don't bother yer foolish little head 'bout me. I'll be back jest es soon's I inspect the fences of the north pasture," and the big handsome fellow kissed the anxious little wife and with easy grace swung himself into the saddle and was off like the wind.

To a good rider a bad horse is a prize. To conquer him is a triumph. Jim Dale had been reared in the saddle, as it were. As a boy he had broken bronchos on his father's ranch in Texas and later as a youth had ridden the roundup in both Colorado and Wyoming. He was known in all three of these States as a champion "broncho buster" and rider of bad horses. The thought of fear never entered his head so far as horses were concerned. At the annual Frontier Day sports he always rode the worst horse the State could produce and always won the prize. He was the envy of every cowpuncher in the country. He had finally tired of the rough life of the cowcamp and roundup and, falling in love with the daughter of a well-to-do ranchman, had married and settled down on a fine ranch which his father-in-law gave him. He prospered as a ranch owner and cattleman and soon came to be regarded as one of the most substantial men in the county. He loved his wife and the little one dearly, but like most men of his class could not understand Mollie's fear of a fractious horse. He was "master of the situation" when it came to a horse, why should she be afraid? It was always the same old story: "Please, Jim, for my sake don't ride those spoiled horses no more." He had never given much thought to the anxious hours which his wife endured while she waited and prayed for his safe return. To-day as he turned at the gate to throw a kiss and wave his hand in final farewell his heart smote him.

"I wonder if the dear little girl is always a goin' to worry 'n' fret every time I ride thet hoss! I've ridden him many a time, an' though he does act ugly sometimes when he gets warmed up, he hain't never got the best o' me yet. Pshaw! if I was to give in to Mollie over this hoss ridin' she'd make a regular coward out of me. I sure don't like to see that deathly look o' fear on her face, though; it sort o' haunts me. The little goose! I wish she didn't mind it so." Thinking thus the rider soon disappeared from view.

"Whoa, ye d—n brute! What's got into ye?"

A spoiled broncho generally wait its chance to catch its rider unaware. The

one which Jim Dale rode was no exception. The gate at which he had turned to wave farewell to his wife opened into the big home meadow. Here each year upward of a thousand tons of hay was cut and stacked. Surrounding each group of stacks was a stout barbed wire fence for protection from the cattle that every fall were turned in to graze in the rich meadow. Although the hay had all been consumed the fences still stood. Jim Dale's wandering thoughts were brought suddenly to an end and his exclamation, "Whoa, ye d—n brute! What's got into ye?" had just a note of fear in it. His horse had taken the chance for which it had waited long and patiently, namely, the rider off his guard and a barbed wire fence near by. Infuriated because with all its pitching and plunging and rearing it could not unseat the accomplished rider on its back, it dashed with furious speed straight into the wires of the fence. There was a tearing and a rending and horse and rider went down in a tangled heap of wire and brute and human agony. There was no escape. Every struggle the maddened brute made to rise served to inflict new torture upon itself and the hapless rider. The wire seemed like knives as it cut and tore and gouged. It was awful to think about, worse to look upon. The struggle, although fierce and furious, was a brief one. By the time a couple of men who were irrigating an adjacent part of the meadow arrived, both Jim Dale and his locoed horse were beyond the need of help.

Three days later a double funeral wound slowly away from the Dale ranch. Jim Dale and his loving little wife were laid to rest in the same grave. What she had always feared had come to pass and the shock was more than her frail life could stand. MacAllan.

Origin of the Word "Trust."

The word "trust" was not applied to capitalistic combination and monopolies until the Standard Oil Trust was formed on January 2, 1892. By the agreement a majority of the certificates of stock were placed in the hands of trustees, who took full charge of all the oil refining corporations, partnerships and individual properties which went into the trust. The violent agitation which sprang up against trusts in 1888 and 1889 resulted in investigating committees, state and federal anti-trust laws, and in slight changes in the forms and names of these and other combinations. Since then our greatest combinations are monopoly corporations, called companies instead of trusts, and are managed by directors instead of trustees. These companies own the plants and are therefore much more solid and permanent than were the original "trusts," which only a majority of stock certificates of certain concerns held. The present form is also more difficult to reach by law. Since 1887 the word "trust" has, by popular usage, if not by popular consent, become generic and now covers any agreement, pool, combination or consolidation of two or more naturally competing concerns which results in a complete or partial monopoly in certain territory. It is, perhaps, fortunate that there should be a single word by which consumers can designate any monopoly combination with power to fix prices; it may, however, be unfortunate that the word "trust," which has so many other legal meanings, should have been selected for this purpose.—Review of Reviews.

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
25 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, bail, per doz.	85
1 gal. fireproof, bail, 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
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FRUIT JARS

Pints	5 50
Quarts	5 75
Half Gallons	8 25
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	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

No. 0 Sun	Per box of 6 doz.
No. 1 Sun	1 45
No. 2 Sun	1 54
No. 3 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. Tiltling cans	7 25
5 gal. galv. iron Naeefas	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 25
5 gal. Pirate King	9 50

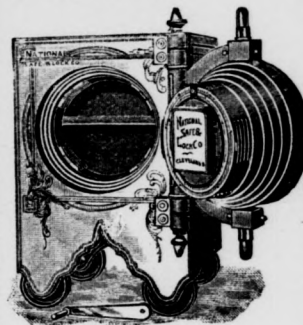
LANTERNS

No. 0 Tubular, slide lift	5 25
No. 1 B Tubular	7 50
No. 13 Tubular, dash	7 50
No. 1 Tubular, glass fountain	9 50
No. 12 Tubular, slide lamp	14 00
No. 3 Street lamp, each	3 75

LANERN 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.



Canon 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 10 center.

Greenville, Mich.

Woman's World

Letter Writing a Lost Art.

Every now and then somebody raises a despairing wail that the art of letter writing is a lost art in these degenerate days. The higher education for neither boys nor girls seems to include the art of composition, and the dear, delicious letters of our forefathers and mothers, elegant in chirography, graceful and flowing in diction, are as completely a matter of the past as powder and patches, and knee breeches. From having been an accomplishment practiced for pleasure, letter writing has become a drudgery to which most of us are only driven by the prick of conscience and the lash of duty.

Many things conspire to this end. The rush of modern life for one thing. For another the certainty that every subject, except the most intimate personal details, will have been threshed over in the newspapers long before a letter can reach its destination. Above all, perhaps, the very ordinary, commonplace reason that we are out of the habit of writing letters, and have forgotten how, if we ever knew. This is particularly true of men, who, having once accustomed themselves to the luxury of a stenographer and a typewriter, find it an almost unendurable bore to follow St. Paul's example and write a letter with their own hands. The absent wife who gets a long letter in his own handwriting from her husband in these days, instead of a few dictated excuses for not writing, may well feel that it is a triumph of affection over inclination that is worth treasuring.

However much one may deplore the falling off in literary merit and the general decadence in letter writing, there is at least one bit of silver lining to the cloud: The disinclination to put pen to paper saves us from the letters that we should regret if we had written them. Probably there is no one who has not been tempted in some gust of temper, or the first hot moments of offense, to sit right down and write an angry letter. Sometimes we do it, and the bitter and cruel words stand an everlasting witness against us. The angry words that are spoken in a measure pass in one ear and out at the other, as the homely old phrase has it, but the written words are engraved on our memories and we never forget them. There is something quick and unpremeditated about a quarrel that carries its own plea for forgiveness with it, but anything that is written has a suggestion of cold, cruel deliberateness that we can never get over.

If this is true of anger, it is no less true of sentiment, and if one could impress one bit of wisdom more than another upon a young girl, it would be the folly of writing letters to young men. The little coquettish speech that sounds so innocent and so harmless when it is spoken takes on so pregnant a meaning when it is written. The slangy, familiar small talk that youth and high spirits carry off with an effect of brilliancy becomes so appallingly vulgar when it is put down on paper. When the letter goes beyond these, and becomes one of the half or wholly sentimental epistles that girls write so unthoughtfully, it is a thing to make angels weep. For the melancholy admission must be made that not one man in a thousand has any sense of delicacy about a girl's letter. If he's vain he shows them to brag of his conquests. If he's a dastard he ex-

hibits them to compromise the girl. If he's merely careless he leaves them lying around for anybody to read who cares to, and between the three there's small choice so far as the girl is concerned. A cynic once said that one should treat all friends as those who might some day be one's enemies. A girl should write all letters to young men as if they were to be read aloud from the housetops. As it is doubtless impossible to convince any girl of the expediency of this point of view, perhaps the next best thing to do is to still more discourage the writing of letters, and permit the art to fall into a further state of what Mr. Cleveland would call innocuous desuetude.

Dorothy Dix.

Gaining Courage to Abolish a Silly Custom.

One of the most significant proofs of the increase of dignity and common sense among women is the fact that they are rapidly abolishing the kissing habit. Time was, and not so long ago, either, when two women on meeting were expected to fall on each other's neck as a matter of course and exchange a kiss without regard to time or place or any condition of sentiment, and when a baby was handed around for visitors, male and female alike, to kiss, as if it were a bundle of sweetmeats of which everybody was expected to partake. Not to have done so was to call down the severest censure on your head, and his ability to kiss innumerable babies was reckoned as one of the most important electioneering qualities of a politician.

Thanks to the war the doctors have so vigorously and so wisely made on promiscuous kissing, the little innocents at least have been partially rescued from the contamination of tuberculous and catarrhal and beer and tobacco laden kisses. Rational people take other ways now of showing their affection and admiration for a child than running the risk of inoculating it with disease. The gushing female who insists on smothering "the little darling's rosebud mouth" with kisses gets a freezing and suspicious glare from the sensible and up-to-date mother, who has the whole germ theory at her finger ends, and lives with the fear of the deadly microbe before her eyes.

As far as women themselves are concerned there probably isn't one in a million who hasn't always shrunk in disgust from the familiarity of a kiss from any one but her very nearest and dearest.

The trouble has been that she didn't want to give offense or wound anyone's feelings, and so there has seemed nothing for it but to follow the Bible doctrine of submission, and when smitten on one cheek by the kiss of custom to turn the other, however disagreeable it might be. How universal this feeling was is witnessed by the alacrity with which they have followed the lead of the bold pioneers who lead the reform movement against kissing. The woman who would greet another woman in the street or other public place with a kiss now would probably make an enemy for life, and assuredly brand herself as hopelessly provincial and behind the times.

No other custom ever had so little to recommend it or was such a hollow mockery. A kiss, in its very nature, should be one of the most sacred things in life—a sacrament of love—yet, what woman has not had to submit to the indignity of thousands of perfunctory

*There's
Money
In
It*



*National
Biscuit
Company*

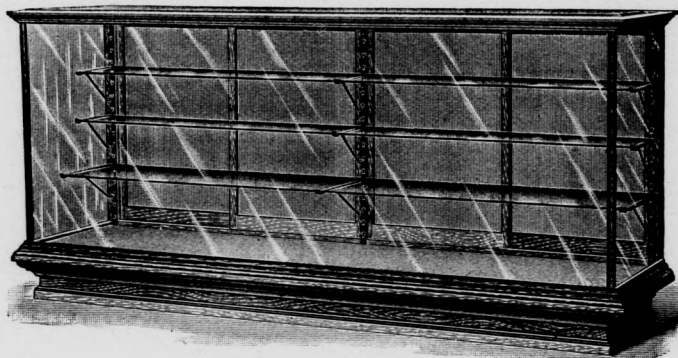
*Grand
Rapids,
Mich.*

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

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

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

OUR BUSY SALESMAN NO. 250



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

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

Write us when in the market.

Kalamazoo Kase & Cabinet Co.,

Kalamazoo, Mich.

kisses or felt her cheek burn with the touch of lips that she knew, Judas like, had betrayed her? It is a desecration of a rite that is justified only by the tenderest sentiment and the deepest emotion. Lacking this it is a vulgarity that makes one agree with Beau Brummel's famous dictum that "a simple glance of the eye is all that is necessary" as a greeting between acquaintances.

Among the holiest memories of our lives is the remembrance of a few kisses—the good-night kiss our mother pressed upon our lips when as a child she tucked us in our little bed and listened to our "Now I lay me;" the first kiss of love when the heart trembled on the lips and for us a new heaven and a new earth were born; the last, long kiss we pressed on cheeks that were growing cold in death and that we tried in vain to thrill with our own warm, throbbing life, or, sweetest of all, the dewy kiss of some innocent child's lips. These are treasures laid away in the lavender of loving thoughts in the heart's inmost recess, and it is well that we are gaining the courage to abolish the sacrilege of the kiss that means nothing but a silly custom. Cora Stowell.

The Truest Test of Friendship.

Every now and then we hear it said of some woman, by way of compliment, that she is entertaining, meaning that she is a fluent and interesting talker. To the young and to indiscriminating people this seems an enviable reputation, and one they long to acquire, but those of us of wider experience know that nothing else comes nearer to damning with faint praise, and that chief among the bores of life are the people who try to entertain us by talking to us.

Undoubtedly the ability to talk well, upon occasion, is a great accomplishment, but the trouble with the woman who has once achieved a reputation along this line, and who feels that she must be forever living up to her blue china, is that she is never willing to be silent. We have all met her, and reversing the process of the famous general, we were hers while she rattled on from subject to subject, dragging us, whether willing or not, like captives bound to her victorious chariot wheels, and it is an experience few care to repeat.

Generally, inasmuch as no one can be equally brilliant on all topics, she has some specialty, and no matter what subject the conversation started out with she switches it around to her hobby. Perhaps she has traveled. Resign yourself then on every occasion to descriptions of strange countries. It does not matter if you care for nothing more foreign than your own back yard, Mrs. B. has gained a reputation for talking so entertainingly about her travels, and you have got to listen whether you like or not. Or, perhaps, it is music or art. The most absorbing topic on earth for you may be a cure for the baby's colic. Mrs. A., who has a reputation to sustain for being entertaining, sweeps you aside and descends on the literary criticism of the Middle Ages. Or, in some evil hour, she may have gotten the idea that she is a happy story teller. Alas! she stops you on the crowded street crossing to tell you an anecdote whose point you lose trying to dodge your fellow pedestrians and keep the tail of your gown out of the mud.

One of the places where the so-called entertaining woman is conspicuous is at

the theater. Apparently she feels that the play does not offer her companion sufficient diversion, and she supplements it by an unceasing flow of talk. She discusses the play and the cast and tells him what it is all about and who have filled the roles in different times past, and some gossip about the principal actors, which is generally more or less apocryphal. She discusses the gowns before and behind the footlights, touches upon music, literature, golf. Tells him who is who, and where they are sitting, and bores him by trying to make him locate the tall woman in the panne velvet waist, who is sitting three places behind the married woman in the blue theater bonnet. There's never a single minute between the acts when he could gather his wits together to enjoy what he has heard. She gives him no time to think, to appreciate, to remember.

Somehow the woman who possesses the ability to talk well seems to labor under the impression that she has a heaven-sent mission to sustain the conversational burden of the day. She forgets that most of us would rather talk about ourselves and our commonplace affairs than to listen to the most brilliant monologue. She also forgets that there are times when silence is better than any speech. The truest test of friendship and intimate companionship is not those whom we like to hear talk, but those with whom we may sit in silence in a communion of soul too deep for words to fathom. Dorothy Dix.

The Pan-African Congress, to be held in London in July, will assemble delegates not only from all the civilized districts of Africa, but from both Americas, the West Indies and perhaps a representative or two from the sparse and scattered negro population of Australasia. It will, in fact, take in negro representation all around the globe, and give the black man a new notion of his importance and of his social and industrial progress wherever his surrounding circumstances are favorable. In recent periods everybody has treated him pretty well except the Boers and the white inhabitants of some of our Southern States, the oppressive powers of the former now undergoing a process of limitation to end in their extinction altogether.

Nine times out of ten it is safer to give credit to the poorly clad person than to the over-dressed swell.

FALSE MODESTY.

Why Some Grocers Are Ashamed of Their Business.

I have never been able to understand the disgust and antipathy which many grocers have for their own trade. They seem to feel that the grocery business is on a lower social plane than the hardware or the clothing business and that the grocer is not a man to be given much consideration—socially, at least.

Most, or at least many, grocers are too sensible to hold any such fallacy as this. They realize that any mercantile business is as honorable as any professional occupation—more honorable in many cases—and that the grocery business is as high in the scale as any. But there are, nevertheless, some who seem actually to feel ashamed of being grocers.

The other day I asked this question of a grocer who has a good business in a small town of, say, 5,000:

"Are you going to put your boy in your store to take up the business after you?"

"I am not!" he replied, with a vehemence that surprised me.

"Why?" I persisted. "You have a good business here. You have made money out of it. It is an honorable business. What better could you do for your son than to turn it over to him?"

"I want my son to be something better than a grocer," he said. "If I had my way to go over, I wouldn't go in the business, either."

"But I don't understand your objection to the business," I said, "in the face of the fact that you have made a success of it."

"Well," said the grocer, "I like to feel that I am as good a man as any. I don't like to take a back seat for anybody. It has always been my policy to do anything at all in my store and my business. I often go out for orders. Do I go to the front door like a gentleman? No, I sneak in the back like an ash man and I transact all my business at the kitchen door, very often with the servant! Very often I've taken a basket over my arm and gone out to deliver goods. Do I look like a gentleman when I walk along the street with an apron on and a basket over my arm? No, I look exactly like the man I employ and whom I pay \$6 a week! I'm worth a fair amount of money—maybe

enough to live on the rest of my life—but I don't look it, because I'm in the grocery business!"

I had never heard a man talk as strongly as this against his own business, and it surprised me. Finally I said:

"But you're under no more disadvantages in the grocery business than you're under in other retail lines."

"Indeed you are!" he retorted. "Take any other at all—take a dry goods man. When he delivers goods, does he go to the back door? No, he rings the bell and hands 'em in the front. Take the clothing man—when he delivers goods, does he deliver 'em to the servant at the kitchen door? No, he is allowed to ring the front door, too. And yet if I were to hand in a basket of groceries at the front door I'd have the door shut in my face!"

"I want my boy to learn something so that he can stand with the best of them!" he went on, after a moment. "I don't want him to stand behind a counter and wear an apron! He can learn anything he likes except the grocery business, but he can't learn that with my consent."

It's not a pleasant thing to hear a man talking like this about his own business. It is like striking the father who has raised you and put money in your pocket. But it's not only unpleasant—it's intensely foolish. Still, I know that a whole lot of grocers feel the same way, even if they're not so free to express themselves.

I have never been in the grocery business except for about two years in early youth, but it's entirely inconceivable to me how any grocer, especially one who has succeeded, can feel this way about his trade. Is there anything ignominious about selling groceries? Is there anything disgraceful about it? So long as a business is honest, there isn't the slightest reason in the world why a man should feel ashamed of it. To be sure, some businesses are honest enough, but scarcely to be bragged about. If I were a professional cesspool cleaner, for instance, I shouldn't exactly have engraved business cards.

There is no greater truth on the records of this world's facts than that gentlemanliness and honor are neither a matter of clothes nor vocation.—Stroller in Grocery World.

They all say

"It's as good as **Sapolio**," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

Shoes and Leather

How to Build Up a Shoe Business.

"How to build up a big shoe business" is one way of asking me how to build up Wanamaker's shoe store, or one equally as large. For ten years I have studied with diligence at Wanamaker's this very question, and the measure of my success as a result of my study is a gratifying increase. Wanamaker's shoe store, under my supervision, has not been of mushroom growth. It was already established when I took hold in 1889 upon a pretty firm basis, although it was not doing the business then that was popularly attributed to it. For years prior to coming to Wanamaker's I had given the question of building up a big business some hard study, because in its solution I recognized immense possibilities. I recognized, for example, that if my business showed one year that I had made no increase over the previous year, then I had made no progress. I knew I had either to progress slowly or else retrograde. And knowing these things it is not surprising that my department for the past ten years has steadily increased, showing from \$40,000, the lowest increase in any one year, to the magnificent increase of \$250,000 in one year. And not a single year has there been of stepping backward.

There are many young men in business to-day who don't understand the principle that "holding their own" is not progressiveness; that as long as people come to their store, whether to buy or just to look around, it is not sufficient to carry them ultimately to the top of the ladder. In other words, they fail to comprehend that this is not an era of miracles. If people don't buy, then something is the matter. Either your shoes are not right or your prices are too high. And in either case the result is the same. It finally gives your clerks ample time to stare about and philosophize on the weather.

These conditions I foresaw long before I came to Wanamaker's ten years ago, and I have zealously guarded against them all the time. Invariably I have studied the taste of the people in my community, seen to it, first, that they were satisfied with the service my shoes gave to them and, second, that comfort was a particular feature of the shoes; third, that the looks were prepossessing; fourth, that prices fitted the people's purses. These were the four essentials that constituted my "push," and I made it my task to diligently strive to attain them. For it must be remembered that "push" in the young man is the price he pays for the privilege of retiring from a big business with a competency when he desires.

On the other hand there are many young men in business to-day who do appreciate the principle that standing still is retrogression. I dare say that the retail shoe trade is as full of them as the fabled garden was of dragons' teeth. And understanding this principle, they are training now for the time when they can make the great effort and surpass what has already been accomplished. Selling shoes at retail is now so far ahead of the work of a few years ago that it is manifest that retailers were not then satisfied with their efforts. Nor are they satisfied to-day.

Apart from comfort, looks and service in a shoe, there is another important point to consider in aiming for a big shoe store, and that is the matter of

buying judiciously. The ability to accurately determine what the people in your community want and to meet it at the proper time is the way to make a big retail business. I am speaking to the young man. It often snatches success from conditions that give but little promise of it at the start. In no business is tactful buying more necessary than in the retail shoe trade, and a close and unceasing study of the wants of your customers invariably pays. In these days of numerous styles it is difficult to gauge the wants of our community with absolute accuracy, but the loss occasioned by injudicious buying can be reduced to a minimum. Nice judgment is necessary, of course, and at times the keenest of discrimination. To buy neither too little nor too much, but to be able to strike a happy medium with reasonable certainty—that's the rub. It is one of the first essentials in the building up of a big retail shoe business.

By proper attention you can tell when a shoe does not take, and that is the time to sell it. Price will always make it go, and the first loss is always the last. The foundation of merchandising is that the cost of an article has nothing to do with the price at which you can or should sell it. Unless you can make this your principle, get. And not a single year has there been any stepping philosophy.

Experience has taught me that it is better to have all reduction sales separated from the regular business, as many folks prefer the exclusiveness thus obtained. The markets offer at all times good merchandise at prices much below the cost of making, so that you can help yourself by helping someone else to make a judicious loss, thus reducing your loss on your own cuts. Mark Twain says, "To be successful you must be honest," and points with pride to the fact that "all Jews are successful." And to be successful you must keep faith with the public, else the public will not be your public. There can be no side lanes, but a straightforward way, and then always work! work and more work! The opportunities are just as great for the shoeman of ability to build up a big business to-day as they were when the present big men in the trade began. Andrew C. McGowin, Manager John Wanamaker's Shoe Departments.

An Automatic Shoeblack.

An English contemporary describes a new automatic shoeblack which has just made its appearance. At the base of the machine are three openings, in which each foot is inserted in turn, after placing the necessary coin in the slot. In the first opening the mud or dirt is rubbed off, in the second the boots are blacked, and in the third they are polished. The complete process occupies a minute and a half. The apparatus is worked electrically, the brushes being fixed upon an axle which is put in movement by a small electric motor, which is started when the coin is inserted. One of these machines placed in a convenient position in the doorway of the retail shoe shop would make an excellent advertisement.

Some Compensation.

"Twenty-five dollars for that hat, Maria? That's a frightful price for such a little thing. It's nearly all profit."

"The milliner I bought it from may have made a little something on it, but I took up the time of three other milliners for half a day while I was looking around town for it. There's some satisfaction in that."

Food for independent thinkers may be rocks for blind imitators.

Bradley & Metcalf Co.,

Milwaukee,

Sell the

Goodyear Glove Rubbers

The Best Made.

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

BAILEY'S Patent Ribbed Back Rubber



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

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

HIRTH, KRAUSE & CO.,

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

Good Shoes

Snedicor & Hathaway shoes have a good reputation—but not a whit better than they deserve. If they weren't good, we wouldn't keep right on selling them, season after season, to the same old people. But we do—and a trial order will show you very clearly why we do.

GEO. H. REEDER & CO.

19 SOUTH IONIA STREET

GRAND RAPIDS, MICHIGAN

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.

The Shoe Clerk Must Be Strictly Up-to-date.

The life of a shoe clerk, from the time of beginning to dust boxes until he can sell shoes as well as the next one, is not one of exclusive sunshine.

Even now that I have been selling shoes a number of years, I am, on some days, inclined to think I had best let some stock boy take my position as a shoe salesman. But these are the exceptionally hard days and probably come in every line of business, so I cheer up and next day am glad I am in the shoe business.

Our beginning is at first a case of dusting boxes, learning where certain priced shoes are and the styles, so that we can put our hands on them when wanted. After doing this we should be able, by having watched the manner in which the other clerks approach and seat prospective customers, to take a hand at selling shoes. The first and best point after getting the customer seated is to get his or her shoe off the foot. This is not always an easy matter, as you who are selling shoes for a living will back me in. I will deal with women in this paper, as women's shoes are my specialty.

"I just want to see your styles," is the remark we hear every day from some lady we have seated. I go to the stock, get two or three shoes of different styles and hold them up in the best manner possible and then stoop over and with hardly any resistance on her part take off her shoe. Now if I had argued that I must have her shoe in order to get the size, or some other reason, the chances are that I would have provoked her and she would not have stayed long enough to see the assortment of shoes that I could show her. I have seen clerks begin this way and many is the lady I have seen walk out in a huff.

"Now is this shoe stylish, and are those toes being worn?" is asked, and our conscience is so hardened and elastic after a short time in the shoe business that we can reply "yes" even if the shoe referred to is an extreme bull dog or extreme razor toe. Of course all styles are worn to-day even if all are not the latest. Pardon me if I give an instance, which will perhaps be recognized by some of the profession who read this article.

It was as the narrow toes were fast going out of style and the p. m.'s were on them good and plenty. "Now are you sure this shoe is stylish?" was asked of one of the boys. "Stylish, why, of course it is stylish, in fact, I may say it is one of the premature styles." If you could see the position of the clerk trying to sell the shoe and incidentally make a 25-cent p. m., you would surely laugh.

Old goods must be sold and as to whether there is a better way to make them move fast than to p. m. them is a much discussed question. According to the ideas of first-class clerks, a p. m. will sell them as nothing else could, but I think if we are paid to sell shoes we should take enough interest in the business to keep crowding old stock, and it is a fact the more old stock we sell the more our salary will be advanced, providing, of course, we are equally good in other respects. It is not always a high book, although we should always aim for that which counts most. This one point of getting rid of back numbers and odd sizes to good advantage, both to the customer and the proprietor of the store, can not be forced too hard

into the clerk's mind. Above all things, please the customer and if the shoes are bargains let her know it and the chances are that she will come again for more of them and thus help to keep down old stock.

There is probably no business better adapted to the study of human nature, and it is surprising to me how many women appear anxious to give almost a history of their lives, their sorrows and their joys to an almost total stranger like myself. By making myself interested in these people they are soon no longer strangers, but count me as their friend and next time they come to the store they ask for me to wait upon them.

The time has come that a shoe clerk may think he amounts to something when customers call for him and even if they have to wait for some time prefer to do so rather than have another clerk wait upon them. Enough of these customers and the proprietor will soon know that the clerk is a valuable one, and that the business demands that this clerk shall continue with this store.

A successful shoe clerk must have considerable jolly to him and sense enough to know when and when not to use it. Probably no person wants a cross or surly clerk to wait upon them, and yet they themselves often come into the store feeling that way. It is the clerk who can handle these people in a manner which will put them on "pleasant street" in short order who will be likely to get their trade. I try to treat customers in such a way that when they want shoes they will at once think of me and when they hear their friends say they are going to buy shoes tell them of the one man who will fit their feet better than any one else.

In regard to stock, of course each clerk has a certain amount to care for and keep in order. I find that by running widths from left to right and small sizes at bottom with larger toward top, I can get the size I want at a glance. Having the stock dusted about once a week on duldest day of the week keeps it clean and in good condition.

In closing I would say that we must never think we know it all, for we can learn something every day. The clerk is not living who can sell every customer who calls for shoes, but we can perhaps get nearer to that point by study. I have illustrated that "the truth should not be spoken at all times," that is, don't bring up a point when selling shoes which will hurt the sale and yet is something about which the customer does not care at all until it is mentioned. Be sure in fitting shoes that the ball of the foot rests in the right part of the shoe, that is, pay more attention to that part, and see to it that the shoe is long enough. We see the effect of short fitting shoes every day in the enlarged joints and tender feet which we are obliged to fit. Don't fit shoes so tightly that when a lady asks if you are sure they fit, you have to reply, "Yes, madam, take this shoe and you will have a fit." She might catch on and not take the shoes.

Above all things be honest and don't guarantee shoes too strongly, as some feet perspire enough to rot the best of leather in a short time. Be quick enough that if necessary you can handle three or four customers at once. This quickness can only be gained by thorough knowledge of your stock, and getting the idea of the kind of shoe desired at once. The very simple thing of showing a lady how to tie a knot which won't come untied until she is

ready to untie it, and then having it pull out easily, has gained many customers for me. Always be awake to catch new ideas and thus be strictly up to date. —E. C. Cromwell in Boot and Shoe Recorder.

Wanted an Even Temperature.

"I want to get one of them things," said the old lady, pointing to an assortment of thermometers.

"Yes, ma'am," replied the dealer; "how high do you care to go?"

"Why, not too high and not too low. I want one that'll keep my house just right this summer."

Its One Recommendation.

"Steggins doesn't care to hunt, does he?"

"No."

"Nor fish?"

"No."

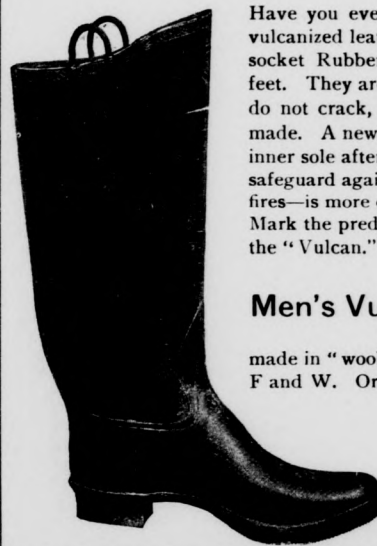
"Nor knock about in the woods, nor sleep in a blanket, nor eat salt pork and corn bread?"

"No."

"Then why is he so anxious to get away and rough it up in these beastly Canadian wilds?"

"Because he can't take his wife along."

Vulcap Rubber Boots



Have you ever sold the "Vulcan" rubber boots with vulcanized leather inner soles, manufactured by Woonsocket Rubber Co.? They do not sweat or draw the feet. They are lighter, easier to the feet, more durable, do not crack, will wear longer than any rubber boots made. A new outer sole is easily fastened to the leather inner sole after the first is worn out. For firemen it is a safeguard against nails entering the bottom of the feet at fires—is more quickly put on and holds its shape better. Mark the prediction: The rubber boot of the future is the "Vulcan." No argument about this whatever.

Men's Vulcan dull finish short boot

made in "wool," "fusion" and "rubber" linings, widths F and W. Order a case and give them a trial.

A. H. KRUM & CO.

Western Agents

161-163 Jefferson Ave., Detroit, 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



Hardware

Junk Business Peculiarly Sensitive to Financial Changes.

"You wouldn't think it," said a veteran junkman, "but my trade is really the best barometer of business. You see, it is this way: When new things, especially new materials, are low priced and of sluggish sale, nobody is going to the trouble and expense of working over old. I found that out first after the panic of '73. I had been making money right along ever since I started ten years before, and had about pretty well anything that came to hand, from a worm-eaten calfskin to a rusty village cannon. It was a sort of nomadic business. I went to bigish towns lying along the railroads, stayed in them one month or six, and bought whatever anybody would sell me, at the rate of 50 cents a cartload. Then I hired a shed somewhere, sorted my stuff, and shipped it. My chance of profit lay in knowing just where to send each sort of it.

"Why, in the matter of scrap iron alone I had fourteen different markets.

Castings—pot metal, as we called them—went to the furnace closest at hand, thereby saving freight, since they were not merely heavy, but bulky. Sheet and wrought iron went to the roofers, or rather the galvanizers; chains, big and little, to the makers of iron rods, and iron filings and turnings to the smelters of gold and silver. The smelters, indeed, are bound to have them for some part of their chemical reduction. Just what I don't know. I do know that they would pay for clean, bright turnings and filings something more than \$20 a ton. Now and then I struck a factory town that had for years been dumping such filings among its waste. Then I usually also struck a bargain—say \$5 for the whole lot—dug it out, cleaned, and sold it, if not at full rates, high enough to make me feel like I was working a gold mine.

"It was something the same way with old brass, old copper, zinc, and lead. Zinc, though, was a rarity. Maybe you don't know it, but zinc hardly ever wears out in the ordinary sense. It volatilizes—that is to say, evaporates—in many sorts of use, so when it is done there is nothing left of it. But the other metals stood me in from 1 to 10 cents a pound, and their average cost to me was less than a quarter of a cent. Rags were nearly as profitable, for wood pulp was then in its infancy, so they were still the most considerable source of white paper stock. Woolen rags, new or partly worn, I sold to the shoddy mills, which ground them up, mixed them with a little new wool, and spun them again. Old carpets went to the felters, old books and papers to the makers of paper board. Hides and bones—I dodged them unless the dodging was likely to spoil a trade—I sent to a man in the city, who paid freight on them and paid me whatever he chose for the lot. I dare say he made a big profit, but I could well afford to let him have it.

"In the fall of '73 I had about 300 tons of stuff here and there, and was confident of doubling my profits next year. Pretty soon I discovered how much I had reckoned without my host. First, my old iron lay dead on my hands—I could neither sell nor give away anything but the filings, and they went down to a quarter of the old price. Brass, which had been steady at 7 to 10 cents a pound, wouldn't fetch ¼ cent; copper declined to 1¼ cent; and lead went so low it would not pay cartage, much less freight. If I had been wise I would have made bonfires of whatever would burn, and left the other stuff lying, but I had the faith of inexperience. For two years I paid rent and wages, trying to work off that stock. Then I saw I had to make an end of it or it would soon make an end of me and my bank account. Well, when the books were balanced they showed a loss of \$20,000—partly on stock, but more through the expense of trying to carry it over into better times.

"A short boom—what I call a prosperity flurry—hardly affects the trade.

Things have got to go up and stay up, and seem as though they meant to stay still longer. Take iron, for example. The trade in it has been brisk now for two years, but it is only within the last six months that it has been worth while to deal largely in scrap iron, although scrap iron is a sort of staple. In cities copper and lead, especially lead pipe, are in a degree exceptions to the rule. Plumbing, you understand, accounts for the demand for lead pipe, and the wonderful development of electricity keeps copper of any sort way up, even without taking account of the Copper Trust. On the whole, though, you may accept it as a fact—it takes very good times for a man to make more than a meager living in handling the waste products of living, known technically as junk."

Knock-Out For the Bicycle Trust.

From the Milwaukee Sentinel.

The wood rim for bicycles has at last gone into the category of untaxed articles, as the test case instituted by the Indiana Novelty Manufacturing Company (a member of the "Bicycle Trust" familiarly known as the "A. B. C.") against the Crocker Chair Company, of Sheboygan, whose final outcome has been awaited with interest by all the wood rim makers in the country, has been finally disposed of adversely to the claims of the trust.

Five years ago the suit was brought against the Sheboygan Company, under two patents, one being the Harrington patent of 1893, which claimed to monopolize all and any wood rims for bicycles, and the other being the Marble patent of 1895, purporting to cover the well-known "finger-joint" or "tongue and groove joint" in such rims. Harold G. Underwood, of this city, was retained for the defense and went to New England, where after ten weeks of laborious search he unearthed the original wood rim bicycle made before 1887 and in daily use since and still in good working order. He also found the inventor, John C. Garford, of Lynn, and altogether got on the track and discovered some twenty-five wheels with wood rims made by him and which were found in Concord, N. H., Boston and other places. He also found a complete anticipation of the Marble joint in Central Falls, R. I. In view of these facts Judge Seaman dismissed the bill in November, 1898. The trust appealed and engaged Offield, Towle & Linthicum and Munday, Evarts & Adcock, leading firms of Chicago, and the appeal was argued last month before the United States Circuit Court of Appeals, the full bench, Judges Woods, Jenkins and Grosscup, sitting at the hearing. A similar suit has been brought against the Smith Manufacturing Company of this city, whose counsel, E. H. Bottom, made joint argument with Mr. Underwood, Judge Seaman dismissing that bill also. The trust only appealed in the Crocker case, but a stipulation was made that this should be a test case, and the other case stand or fall with it. After five years of threats and harassing suits manufacturers are now at liberty to make and sell wood rims for bicycles free of any royalties or interference.

Not For Publication.

Ex-Judge W. H. Moore, of Chicago, organizer of half a dozen gigantic steel and iron combinations, has made it an inflexible rule never to allow his utterances to be printed. It was recently reported that he was going to Europe, and a reporter visited him to verify the rumor. But the Chicagoan was as obdurate as ever.

"You won't say whether you are going away, Judge?" was asked.

"I never talk for publication," was the suave answer.

"Can't you tell us anything about the condition of the iron business?"

"I do not talk for publication."

The reporter had pursued his victim into the elevator, which was slowly descending. Renouncing any ambition for the coveted interview, he said:

"A fine day, Judge."

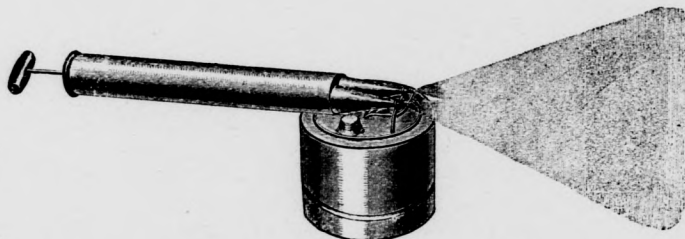
"Not for publication," was the instinctive reply.

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,
MANUFACTURERS OF TINWARE AND SHEET METAL GOODS.
249 to 263 South Ionia St., Grand Rapids, Mich.

Alexander Tubular Furnaces

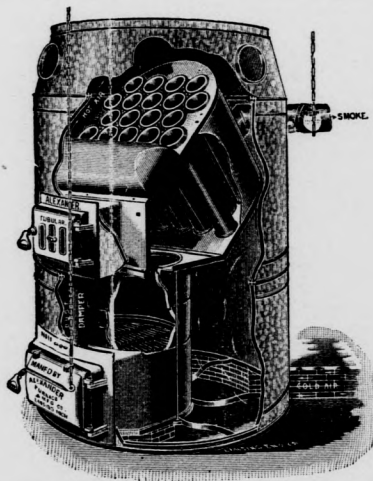
Before buying a new furnace investigate fully the Alexander's points of excellence:

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



Ice Cream Freezers



We carry in stock the
WHITE MOUNTAIN
AND
ARCTIC

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

The Department Store Educational System. Written for the Tradesman.

The other day it was announced by a Chicago paper that a department store in that city had added to its list an educational department for the schooling of the young people in its employ. Within the fortnight a famous store in Philadelphia has been having a Commencement of the Commercial Institute connected with it, made up of its employees. The report states that seat, nook and corner were filled by a rejoicing audience which overflowed into aisles and entrances; that the program was made up of musical and literary features; that diplomas were presented; that the course covers business, English, stenography, stringed instruments and other music; that the employees completing the course of study receive not only the diploma but facilities equal in many respects to first-class pay institutions, and that the cost of the institute is about \$10,000 a year. A Western paper just at hand states that "an enterprising department store" in Denver has opened a similar school.

For a good many years there have been many attempts made to cover the ground which this commercial undertaking has entered upon, but they have not been a success. The manual training school has promised much, and what it has accomplished is commendable; but it has not been able so far to touch the popular heart. In spite of declarations to the contrary, the middle ground which it has taken between the high school and the workshop has not removed the antagonism of the friends of the high school and has done little to win the favor of the enemies of department public education. The manual diploma is a good thing, but there is a "but" hitched to it, and its holder, in the majority of cases, deep down in his heart wishes he had graduated from the regular high school course. It is to the high school what a short course is to the college, not the full course, not just "the thing" in the popular mind, and so on the whole not satisfactory. Something has been left out, and on that something the whole thing depends.

It is getting to be pretty well acknowledged that something more is needed in training than a few isolated ideas. The multiplication table is good so far as it goes, but life, to be worth living, calls for more. If eating and clothes and shelter were all, we might get along without that "more," but when this trinity of existence has been secured the higher needs are heard. Citizenship has claims that can not be ignored. It calls for wide-gauged manhood and womanhood. It wants the best in the mental world, as it has secured the best in the physical. Amusement has come to be a necessity; and it must be a refined amusement. Toil keeps humanity busy from eight until four. It is the hand period of the day; but what shall be done in the remaining third not devoted to sleep? This is what is telling the story, and here is where the short-cut policy shows its weakness. The manual training school is not to be frowned upon. It has come to stay, and let us be thankful for it; but it does not furnish the requirements of this fateful third of human life. Work, sleep—the individual must decide the third, and that third settles the question for the here and the hereafter.

The education of the department store is proving to be the blessing intended and hoped for. It reaches the class that has settled one question: Am

I to earn my own living by the work of my hands? Then, with the hands busy, it aims to make them efficient and at the same time prepares the worker for the "fateful" third period of living by training the mind to provide for itself rational and wholesome enjoyment. It takes boys and girls at a tender age and feeds them, shelters them, clothes them. That the public school does not do. The store school takes an interest in them which extends to the whole round of life—a feature not existing extensively in the public school now, if it ever existed there. It early establishes between employer and employee a mutual regard which amounts in time to little less than kinship; and it has in it more of the possible in solving the labor problems of the day than any other existing agency. It is a beginning in the right direction with a most promising idea, and it does not require an unbridled imagination to fancy that the public school may find here a hint to be made available in carrying out its work of transforming the masses into desirable citizens. If the department store should accomplish this it will be written down as one of the glories of the century. Richard Malcolm Strong.

Different Trunks Were Wanted. From the Chicago Daily News.

The tall floorwalker found him wandering around the big store as though bewildered.

"Have you been waited on, sir?"

"No, I would like to see some trunks."

"Trunks? Yes, sir! Simmons, take this gentleman up on the elevator and show him our new display of trunks."

Simmons, a smart clerk with a chip diamond and a ten-story collar, piloted the customer to the trunk department. "Here they are, sir," began Simmons in a rapid-fire tone of voice. "Everything in trunks that a person could possibly wish. We carry exclusive styles and sell more than any other house in the city."

"I am afraid you do not understand me."

"Oh, yes, I do. How's this trunk over here?"

"Really, sir, I—"

"Oh, I see; you wish something larger. Going down to the sea, eh? Well, I wish I had the time to go. But what do you think of this size?"

"I do not—"

"Still wish something larger? Well, I guess you are right; a man can not be too careful with his stiff hats, etc. Ever hear that joke about a man buying a 4x6 trunk to carry his toothbrush in? But how is this trunk?"

"If you will only—"

"Let you do your own selecting? Of course I will! I have been presumptuous in even suggesting. But what do you think of this white enameled trunk? Isn't it a beauty?"

"I do not—"

"Too fancy, eh? Well, I guess you are right. Something durable would suit you better. Here is something that will defy a railroad collision."

"If you will only listen—"

"I guess you don't wish this old-style, round top?"

"I don't wish any—"

"Then you'd like to see some satchels?"

"No, sir; I don't wish any satchels."

"Well, sir, I always try to be courteous, but there is a limit to patience."

"There is a limit to mine. I have been trying to tell you that I wished to see some bathing trunks for the last twenty minutes."

"Bathing trunks? Well, to think that I have been standing here all this time for nothing." And then the smart clerk turned on his heel and left the customer to find the bathing trunks in the "men's furnishing" depart.

Be always as good as your word. Your reputation for memory and conscientiousness depends upon it.

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.....	60		
Flow.....	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 c.	6 c.
BBB.....	9 1/2	7 1/2	6 1/2
		8 1/4	7 1/4
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		
Heiler's Horse Rasps.....	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28.....	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.....	dis 80&20		
Double Strength, by box.....	dis 85&10		
By the Light.....	dis 80&10		
Hammers			
Maydole & Co.'s, new list.....	dis 33 1/2		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 75 c rates		
Light Band.....	3 1/4 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	85		
Door, porcelain, jap. trimmings.....	1 00		
Lanterns			
Regular 0 Tubular, Doz.....	5 25		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00. dis 60		
Metals—Zinc			
600 pound casks.....	7 1/2		
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, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.....			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Selota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		
Nails			
Advance over base, on both Steel and Wire.....			
Steel nails, base.....	2 60		
Wire nails, base.....	2 60		
20 to 60 advance.....	Base 5		
10 to 16 advance.....	10		
8 advance.....	20		
6 advance.....	30		
4 advance.....	45		
3 advance.....	70		
2 advance.....	15		
Fine 3 advance.....	25		
Casing 10 advance.....	35		
Casing 8 advance.....	25		
Casing 6 advance.....	25		
Finish 10 advance.....	35		
Finish 8 advance.....	45		
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, Allaway Grade.....	5 50		
14x20 IX, Charcoal, Allaway Grade.....	6 50		
20x28 IC, Charcoal, Allaway Grade.....	11 00		
20x28 IX, Charcoal, Allaway Grade.....	13 00		
Ropes			
Sisal, 1/4 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			
Nos. 10 to 14.....	com. smooth. com. \$3 20 \$3 00		
Nos. 15 to 17.....	3 20 3 00		
Nos. 18 to 21.....	3 30 3 20		
Nos. 22 to 24.....	3 40 3 30		
Nos. 25 to 28.....	3 50 3 40		
No. 27.....	3 60 3 50		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....			
Shells—Loaded			
Loaded with Black Powder.....	dis 40		
Loaded with Nitro Powder.....	dis 40&10		
Shot			
Drop.....	1 50		
B B and Buck.....	1 75		
Shovels and Spades			
First Grade, Doz.....	8 60		
Second Grade, Doz.....	8 10		
Soldier			
1/4 @ 1/4.....	20		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....			
Squares			
Steel and Iron.....	65		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$ 8 50		
14x20 IC, Charcoal.....	8 50		
20x14 IX, Charcoal.....	9 75		
Each additional X on this grade, \$1.25.....			
Tin—Allaway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50.....			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Rollers, } per pound.....	10		
14x56 IX, for No. 9 Rollers, }			
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, Nickleled.....	30		
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Eggs

Observations by a Gotham Egg Man.

The egg committee of the New York Mercantile Exchange recently made some changes in the egg trade rules with a view to covering case count sales of eggs during the loss off season. Previously the rules were not specific as to the limits of loss permissible on stock sold on these terms. These limits as to loss have now been fixed as follows:

Fresh gathered firsts when sold at mark during the loss off season may lose only 1½ dozen to the case to pass at mark; but they are a good delivery if the loss does not exceed that more than 50 per cent., provided the excess of such loss above 1½ dozen to the case is allowed for.

Fresh gathered seconds, when sold at mark during the loss off season may lose 4 dozen to the case to pass at mark; if they lose more, up to 5 dozen, they are a good delivery upon allowance of the excess above 4 dozen.

Held firsts sold at mark at all seasons may not lose more than 3 dozen and if the loss exceeds 2 dozen the excess must be allowed.

Held seconds sold at mark must not lose more than 4 dozen to the case to be a good delivery.

By limiting the loss permissible in fresh gathered firsts sold at mark at this season to 1½ dozen, it is evident that comparatively little business can be done under the rule in this class of goods during the heated term. Only the very finest grades of current packed eggs—such as are selected carefully when packing—are found to lose as little as 1½ dozen, while as a matter of fact a good many receivers are able to make private sales at mark of stock which loses 2@3 dozen to the case, the prices, of course, being fixed in relation to the amount of loss shown. The change in the rule will therefore have no effect in covering and regulating business in average prime qualities on the basis which is growing up rapidly in the egg trade.

* * *

An egg receiver who is somewhat opposed to the mark system of selling average prime grades of eggs, and who claims that it is impossible to sell at mark at this season and get full value for the goods, gave me an instance last week which seemed to bear out his contention. He stated that a certain shipper had been sending his goods to other houses where they were sold "at mark," but had been somewhat dissatisfied with the prices obtained and had concluded to send some of the goods to my informant and let him try them on the loss off basis. When the first shipment had been disposed of the owner of the goods figured out that he had received just about ¾c per dozen more from the loss off sales than he had been getting for his previous shipments sold at mark. In my arguments in favor of case count sales for eggs I have always maintained that there is a certain grade of eggs which will frequently realize more money when sold loss off than when sold at mark. When fine eggs are comparatively scarce and good dealers will take out stock which shows considerable and an irregular amount of loss, provided the good eggs contained in it are of really fine quality, it is possible to get a full value for the fine eggs by placing the stock with reliable dealers who will take such only on the loss off basis; while if at mark sales were insisted up-

on the stock might have to go to a cheaper class of trade where the best part would have to sell in competition with less desirable goods and where the mark sale would induce the buyer to keep his offer low enough to cover a possible loss which might be more than the fact. It is for this very reason that the universal adoption of the mark system would soon induce a closer grading of eggs by shippers; for such grading—in order to produce stock of uniformly fine quality and showing slight and uniform loss—would become necessary in order to realize full value for the goods. When stock is exceptionally fine—carefully selected and showing very light and uniform loss—more money can be realized on mark sales than on loss off sales; if sold loss off buyers would claim all the loss there was, while the competition to secure eggs of very exceptional quality sometimes induces buyers to overlook a trifling loss and take them at full value case count. It is therefore probable that if mark sales should become the rule for all eggs, prices would vary very widely according to the various qualities of stock shown; middle grades would go for less than they would really be worth on selection and to get full value for the stock close candling would be necessary; in that event also exceptional qualities of eggs would be surer to bring prices proportionate to quality. And as a result of most important advantage the grading of eggs at country stations would save freight and expenses on thousands of cases of worthless eggs which are now shipped to market uselessly. A little estimating on this head shows figures which may be surprising and which are certainly worth considering. It is safe to calculate that on the total receipts of eggs at New York during June, July and August the content of worthless or half price eggs would average a total loss of 3 dozen to the case. With an average receipt during these months of 725,000 cases this would mean that 2,175,000 dozen eggs were sent here for which shippers get nothing; it means that during this period about 72,500 cases of eggs—more than 180 carloads—are packed and shipped in these three months, with the attendant expense of cases, fillers, freight and cartage (amounting to over \$50,000), for which nobody gets any benefit and the presence of which, mixed up in the better eggs, leads to endless trouble and vexation. I have heard of some people who were never happy unless they were miserable; but this is a pretty high price to pay for the pleasure of worrying and fretting over the miserable quality of eggs received during the summer season. I can see nothing to put the egg trade in line of eliminating this loss except some method of selling which would make it unprofitable to ship bad, poor and good eggs together and place a premium on fancy selected stock; and universal case count selling in the distributing markets would do this.

* * *

An egg man came into our office the other day with a wooden box full of eggs which he had received from an out of town customer who had taken them from a case of stock furnished by the New York house on an order. The stock was of a usually satisfactory brand and supposed to be all right, but the customer sent these back by express, several dozen of them, saying, "He'd be dashed if he'd pay for them." I never saw smaller hens' eggs; certainly never so many little ones together. In longest diameter they ranged from about ¼ inch to an inch; many of the smallest had no yolk. What could have induced an egg man to put them in is hard to say; possibly it was considered a joke, but it is not safe to play a joke on one's own business reputation.—N. Y. Produce Review.

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GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

The Filler Question a Vital One to Egg Shippers.

There can be no possible question that the odorless fillers have less objectionable odor than the strawboard fillers. There is also no question that the odorless fillers are a long way from being absolutely odorless as a matter of fact. That the odorless fillers will turn out better eggs from cold storage under some conditions, the writer is well satisfied, but that under all conditions results will be materially better, he does not believe. Some years ago the writer conducted a test of two different brands of odorless fillers, in comparison with common strawboard. All were taken from the cases as received from the factory, without drying or airing. It was the opinion of three competent judges that eggs from the odorless fillers were an improvement on those in the strawboard fillers; also that no appreciable difference existed between eggs from the two different kinds of odorless fillers.

It seems to me that egg men do not discriminate closely enough between the various grades of cooler eggs, and it is quite probable that this may be one reason why the odorless fillers have not come into more general use. In trying a new article people are too apt to expect radically improved results. It would be an impossibility that eggs from odorless fillers should be as good as perfectly fresh eggs, yet in testing the odorless fillers many have expected this very thing, as an improvement on the strawboard fillers. They would not, of course, admit that they expected this, but in fact they really do. If it is desired to test fillers, it should be done on the judgment of well posted egg men, and not on the say so of retailers. The retailer as representing the consumer, is, of course, the ultimate judge of quality, but he is not ordinarily competent to discriminate closely. If one filler turns out eggs even slightly superior to another, it is worth the few cents per case which it costs. This may not be apparent at first, but will make itself felt in the long run. Especially will it be noticeable to those who cater to the best class of trade.

If ordinary strawboard and the odorless fillers cost exactly the same, then your remarks that by the natural laws of trade one or the other would sink into oblivion would apply, but with the odorless costing even so little as two cents a case more, this law does not apply. There will always be those who will buy the cheapest, unless they can see their two or three cents per case, extra, paid for odorless fillers back again inside of a week. Those who talk the strongest against the odorless fillers for cold storage purposes have never tried them systematically. Again many base their opinion on the trial of a cheap, odorless filler, made to compete with the best of this kind, and perhaps purposefully made poor to hurt the sale of the best odorless fillers. All those who are making the odorless fillers are not making them to sell, but simply to have odorless fillers to run down the better product with. I am positive that there is a wide difference in the quality of odorless fillers.

You state that it is your opinion that it is not so much a question of odorless or strawboard fillers, as the condition of the filler when it enters the storage room, and you suggest that the filler should be removed from the case and aired before being used in cold storage. This is an extremely impracticable

thing to do, especially during the busy spring season when eggs mostly go into storage, and further, this will not take strawboard odor away altogether, as you admit, unless continued for almost an impossible time. Make some strawboard tea from them and see how they will taste, as compared with the best odorless treated likewise. The strawboard odor will remain as long as the strawboard itself.

You state that fillers used a second or third time are better than if used for the first time. This overlooks the influence of a growth of mold on the flavor of a cold storage egg. Probably a filler was never placed in cold storage for four or more months which did not have a growth of thin, peculiar substance of greater or less extent. Drying will not kill it. The germs of roots are there, to grow again when placed in an atmosphere sufficiently moist.

The writer has had an idea for some time that what was wanted was a sterilized filler. This can be accomplished by heating to 200 degrees Fahrenheit and cooling quickly. Strawboard fillers used the second or third year, and sterilized each time, would be better to use than a fresh filler, because all fungoid growth would be killed, and the natural strawboard odor would have disappeared to a great extent. This is wholly theory, so far as sterilizing is concerned, but the life of a fungus growth, as outlined, has been fully proven by an exhaustive experiment too tedious to describe here.

Fillers have been submitted to the fumes of sulphur for the purpose of destroying the germs of fungus, and I have the evidence of one man that old fillers are better, when treated thus, than new ones. This man also claims that the sulphur has a preservative action on the eggs.

The filler question is a vital one to egg handlers and it should be settled scientifically, at least for the benefit of the trade. I do not wish it understood that I favor the odorless filler absolutely, especially some of the trash odorless fillers.—Madison Cooper in Egg Reporter.

The Right to Candle Eggs.

The case of the Bryan Produce Co., of Wichita, Kas., against the Armour Packing Company occupied the attention of the local court recently. It was one of the hardest fought cases, on both sides, that has been tried in that court and presented a number of points of law that heretofore had not been fully settled in that State, one involving the validity of a contract made over a long-distance telephone and the method of proof required, and another involving the relation between principal and agent and the liability of the principal to third persons for the acts of the agent. It appeared that on the 3d of May, the Bryan Produce Co. had sold to the Armour Packing Company seventy-nine cases of eggs, through an agent in charge of the Armour Packing Company's branch house at El Dorado, Kan., and that the eggs were shipped by the Bryan Produce Co. to Kansas City, Mo., to the Armour Packing Company; that after arriving at Kansas City, the Armour Packing Company assumed to candle the eggs and send the Bryan Produce Co. a draft for about half the amount agreed upon between its agent at El Dorado and the Bryan Produce Co., the latter contending that they had not consented or made any contract by which their eggs would be candled, and afterwards the Bryan Produce Co. brought suit against the Armour Packing Company for the full amount of their claim, \$238.85. When the case was submitted to the jury, they returned with a verdict for the full amount of the Bryan Produce Co.'s claim.

Stroup & Sickels

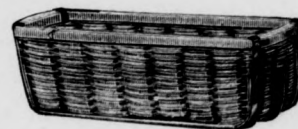
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UTICA DAIRY BOARD OF TRADE.

Largest Offerings of Cheese of the Season.

Utica, June 18—The record of the cheese situation for the week is one of constant improvement. With an export trade since May 1 of three times what it was a year ago, the buyers for European markets are still calling for more. Small size cheese are gaining rapidly under an active home trade demand, and considerable of this stock of fine quality has been taken by exporters during the week at 9 cents. The receipts at Montreal are falling below last year, and prices there rule much higher than on this side. At the country markets in Canada on Thursday 10 $\frac{1}{2}$ @10 $\frac{3}{4}$ c was paid, with an active competition among buyers for all the cheese offered. These prices are about 2 $\frac{1}{2}$ c above those of the corresponding week a year ago. In Western New York there is an active demand at increased prices, and there is little doubt of that result here to-day. It seems to be generally conceded that the season has passed the bottom, and any change in the future must be an advance. There may be days when a temporary surplus in New York will enable buyers to pick up some cheese at a reduced figure, but it will not last long. The producers have it in their hands to get a fair price to the end of the season, and if they work together with no effort to overdo the business, the result will be highly satisfactory to all.

There was a good attendance of salesmen and buyers at the Utica Dairy Board of Trade to-day, and it is hardly necessary to say all were well pleased with the situation in cheese. Producers of course rejoice in the prospect of a profitable season, and the buyers on this board are happiest when the outlook warrants them in paying remunerative prices. The Press has at times referred to the inconsistency of some of their large stories, but exaggeration is no crime and it is only good business ability to make the best showing possible for their side of the deal. It is fair to say that the buyers on the Utica Board are the equal of any bunch of the kind in the country, and they are regarded by the trade as square and honorable business men. The board was called to order at 4 p. m., with Vice-President Wood in the chair. He stated the object of the meeting to consider a proposition to change the hour of closing from 5:25 to an earlier time. After some discussion and comparison with the time of departure of trains, it was moved that the time of closing be 5:15. The motion was carried, to take effect at once.

Salesmen who came in from Rome on the afternoon train report a fine rain at that place, with dust flying at Oriskany, a few miles this side. The late rains appear to have been local showers, and some sections are still suffering severely from the drouth. At Higginsville there has been no rain of any account in two months. Mr. Parmalee, who represents the factory there, tells of farmers who made holes with a stick in the hills of corn and carried water to fill them. This was the last resort to give the crop a start.

It was evident that there would be an improvement in the price of cheese to-day, but just what the advance would be it was not so easy to decide. The large offering is the surprise of the day, being far ahead of any former day of the season and a great gain over the corresponding week a year ago. This may be explained by the statement that more factories were represented on the board to-day than a year ago, and good prices always have the effect to bring out the cheese. The result shows a handsome gain in both large and small sizes. Last week, 9 $\frac{3}{4}$ c was the ruling on large cheese; to-day it is 9 $\frac{1}{2}$ c. There was very little small cheese sold at 9c last week, which was top price; to-day there is none below that figure. Should the sales in all markets this week show a corresponding gain, it might produce a surplus and a reaction in price. That, however, is hardly probable and buyers appear to have orders for all they can get. At least they were willing to take

all offered to-day at the improved prices, and give no sign of being overstocked.

About Small Size Cheese.

From the New York Produce Review.

In the light of the past month's experience with the cheese market it seems most unfortunate that so large a proportion of the product of the New York State factories should have been small sizes. It has cost farmers thousands of dollars, and yet it is one of those questions which has never been very satisfactorily solved.

The trouble probably dates back two or three years, when dealers here and elsewhere got the idea that the export cheese trade was practically lost to the States. Canada had made a bid for it and won, and the only thing left for the manufacturers in this country was to cater to the home trade, making the small sizes which had become so popular in the home markets. For two years the tendency has been to make fewer of the large sizes, and many of the factories began this year's business with the same plan in view. Quite early in the season, however, some dealers here advised the factories that were properly equipped to make all the fodder cheese large sizes, knowing that home jobbers would prefer the old stock, and that exporters would be glad to get the early new product. In some cases this suggestion was followed, and the advantage of such a course has been so apparent since that the factories are still making large cheese. But in many other cases small sizes were made from the start, and the uncertainty as to whether exporters would continue in the market has kept factorymen from changing their styles.

We are aware of the difficulties in the way of changing the make of a factory, but we are strongly of the opinion that there should be the proper equipment in every plant to make the change whenever and as often as it seems desirable. It costs to make and box small cheese about $\frac{1}{4}$ c more than the large sizes, but frequently the difference in selling value in our distributing markets is $\frac{1}{2}$ c a pound. Calculating that it takes two to three weeks from the time that the cheese are made until they reach the market, there is not very much risk in making a change in the style on the advice of the dealers here. A stock of hoops for making either large or small sizes should be in every factory; and while the cheese are curing whatever boxes are needful can be ordered.

We believe that there is much encouragement in the outlook for the cheese industry of this country, but it is incumbent on our makers to move forward with the spirit of the times, and by the employment of every intelligent means get out of the product the largest returns.

Carefulness Required.

The change from packing and shipping eggs in barrels and old boxes to that of the almost universally adopted thirty-dozen cases is a great improvement. Too many shippers are quite careless in the employment of help, which in most cases are boys who may mean well enough but lack the experience in packing, often neglecting to put the required excelsior or cut straw on the bottom of the case, or who pack the eggs in broken, torn, or imperfect fillers, which causes breakage in transit. Or they fasten the lids down without first placing the excelsior, long, clean straw or other packing on top of the eggs, so that the entire top layers will not break should the case be turned down or given a severe jolt.

Strictly fresh eggs, properly packed in good cases, should never have a heavy loss off except when they are shipped in very warm weather from a distance, or are roughly handled during transportation. Every shipper should know by a careful study of his trade the quality of the stock he buys and should reject all imperfect eggs, just as they are rejected by the city trade and consumer. The sooner all shippers adopt this rule the sooner they will bring up the trade to that perfection its importance demands.

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GARDEN SEEDS IN BULK.

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

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TRADESMAN COMPANY, Grand Rapids, Mich.

The New York Market

Trend of the Grocery and Produce Trades.

Special Correspondence.

New York, June 23—There is a sort of "want-to-get-away" feeling among business men and already some have gone to stay until after the Fourth, leaving their business in the hands of subordinates. After the rush of the past six months they naturally feel as if they had earned quite a vacation and act accordingly. Meantime, the rush keeps up in good shape, all things considered, and the aforesaid subordinates have their hands full.

Coffee steadily gained strength after Monday and for three days was very firm indeed. After that there was an easier feeling and, with larger arrivals at primary points and a demand hardly as large as previously existed, there came something of a reaction and quotations were slightly lower. At the end of the week the feeling is still slightly off, with Rio No. 7 worth, in an invoice way, $8\frac{3}{4} @ 8\frac{1}{2}c$. In store and afloat the amount aggregates 725,256 bags, against 1,199,978 bags at the same time last year. It may not be uninteresting to note that the crop movement at Rio and Santos combined, from July 1, last year, to June 20, 1900, aggregates 8,778,000 bags, against 8,625,000 bags the year before, and 10,351,000—the bumper crop the year before that. Very little business is being done in mild coffees beyond the everyday transactions and Good Cutcuta is held at $10 @ 10\frac{1}{4}c$. While the demand is light holders seem firm in their views and not inclined to make concessions.

The sugar refiners are still oversold from seven to ten days. The demand is slackening a trifle, but prices are very firm and seem likely to remain so. Just as sure as a certain point is reached then we read that imports of foreign refined appear. Arbuckles will begin on the 25th to sell all sugars at the long instead of the short price.

While no changes have been in quotations, there is a feeling that the disturbances in China are bound to have an effect on teas, and buyers are paying full prices, knowing that they will probably gain nothing by shopping around and losing their time. While no large transactions have taken place a good many small orders have come to hand and indications are not wanting that the volume of business will steadily enlarge. It is a good time to buy.

There is a firm undertone, but the rice market generally is quiet, with holders insisting on full rates and buyers inclined to hold back. There has been no change in prices of either domestic or foreign, the sale of the latter being limited to small lots.

Nothing has been done in an invoice way and the spice market is as dull as it could well be, even for the dull season. Sellers are not inclined, however, to make business active by cutting prices and prefer to wait developments later in the season. Prices are unchanged.

Grocery grades of New Orleans molasses are selling infrequently and in small lots, each buyer seemingly taking only enough to tide over the season with the least wastage. There is no accumulation and prices are practically without change. Foreign grades are dull, with Puerto Rico worth $34 @ 40c$. Exporters have done a little business in syrups, but, aside from this, the market remains quiet and prices are unchanged. Prime to fancy sugar, $21 @ 28c$.

There is some hesitancy on the part of jobbers to confirm the orders for canned goods they had placed with California Growers' Association, owing to the apparently unexpected high prices which have been made, aggregating about 15c per doz. The buyers claim that this advance is unwarranted, and the sellers maintain as stoutly that it certainly is, as everything that enters into the canning business is higher than last year. Just what turn affairs will take is uncertain, but it is quite likely that, in view of the liberal pack likely

in the East, buyers will hold off as long as possible before granting the increase asked for. Business generally is not especially active and there is little if any change in quotations in any line. The pea pack continues to be reported very light in Maryland and New Jersey; but there will probably be enough from somewhere to meet all requirements. Tomatoes have gained strength and the market is in pretty good shape.

Lemons are hardly as strongly held as last week, although it is likely the market will recover next week. There has been a decline at auction of about 25c per box. Oranges are steady and without change. Bananas are firmly held, with Aspinwalls fetching \$1.35 per bunch for firsts.

In dried fruits, as might be expected, there is absolutely nothing doing beyond supplying the wants of the day or week or possibly month, and even the interest that for a time seemed shown in currants seems to have vanished. There is a little speculation going on in California 3-crown loose muscatel raisins and those interested may come out ahead; but there is quite a risk in this sort of business just now.

A good deal of butter is being placed in cold storage. There is lack of animation and the whole market is depressed, although there is no appreciable decline. Best Western creamery is worth $19\frac{1}{2}c$ and from this the decline is rather sudden to 16c for thirds. Imitation creamery, $15 @ 17\frac{1}{2}c$; factory, $15 @ 16c$.

The demand for cheese is rather light and the recent advance has been checked. There is a point in the cheese market that it is hard to go beyond except for very good reasons and these do not seem to exist just now. For fancy colored New York State, the quotation of $9\frac{3}{4}c$ seems to be about right.

Eggs are steady. Best Western fetch from $14 @ 15c$, but there is a scarcity of stock which will come up to the requirements of discriminating trade.

Beans are in light demand, with no perceptible change in quotations. Pea beans are rather stronger, as arrivals have been light.

Improvement in Quality and Consumption of Cheese.

From the Elgin Dairy Report.

The very substantial business that has been done in cheese during the past year, and the good prices obtained for a good article, here and across the water, have attracted the attention of a good many farmers and business men to the fact that cheese is an important factor in the dairy industry.

That a much larger amount of cheese would be consumed by the American people is believed by many who have given the matter any thought, providing they could always be assured of getting an article that was right, when they desired to do so.

The amount of poor cheese in this country, proportioned to the amount made, is said to be much less for the past three or four years than previous. Filled cheese, of course, has been practically eliminated from the market, and skim cheese trade has been reduced to a very small amount. The demand for the poorer grades of cheese has been so light and uncertain, and the prices so low, that makers feel it is an unprofitable undertaking, and have therefore turned back to the full cream cheese product.

Traveling over the country generally it is found that the cheese served at the tables of the hotels grades much better than it did five or six years ago, and the result is, there is a larger demand and not much increased supply. Prices have held up better in comparison than they have for butter.

It is to be hoped that this state of affairs in the cheese industry will continue, for two reasons: First, that it will give an impetus to the dairy industry along that line. Second, it will relieve the butter trade from that amount of product, that would have gone into the manufacture of butter. The two things will help each other secure good prices for their product, and give the consumers in particular a good article that is right if they wish to secure it.

Dirty Eggs Due to Dirty People.

From the Commercial Inquirer.

There is no item in country produce that shows the vileness of man's touch like an egg. Dirty eggs are the result of being handled by dirty people—careless people—in whose eyes dirt never looks dirty.

Nine-tenths of the dirty eggs become so before leaving the producer's hands or his barnyard.

The housewife who would allow be-daubed eggs to be taken to market has no claim to be graded "half civilized," and her "man" who would do such a thing needs thorough fumigation.

For several years past the State has paid a corps of instructors to go from town to town throughout the State, holding farmers' institutes, where the best of everything in the line of dairying, stock raising and hen culture has been given out, but with all this instruction the hair has not been left out of the butter and the barnyard smear is not omitted from the eggs.

The gospel of neatness may have been preached in all Minnesota, but there are tons and tons of unconverted farmers and farmers' wives still unreached and who are yet in their dirty habits.

The reputation of a store, like that of a man, is no mean part of its capital. Honesty is an asset of appreciable value. Any one can afford to be honest at the loss of a good deal of present gain, if for no higher motive than that honesty will yield larger profits in the future. The merchant who, to turn a few dollars quickly to-day, permits the reputation of his store to be placed in jeopardy by any unwise policy, is simply selling a fortune for the paltry sum that he receives.

Advertising undoubtedly takes away the business from those who do not advertise and gives it to those who do, and those who have succeeded best, growing day by day, have been those who have been the most persistent advertisers in season and out of season.

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.

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.



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.

The Meat Market

Evolution of Food Products Brought About by Packers.
From Department of Agriculture Year Book.

There is one prominent feature in the agricultural development of the United States that has received little public attention, and this is the extraordinary multiplication of the varieties of foods into which farm products have been converted by the slaughter house, by the packing house, by the cannery, and by the manufacture of health foods. The effect of all this upon the consumption of numerous farm products has been very considerable, and has, to some extent, revolutionized the diet of the people of this country, and presumably of other parts of the civilized world, especially of people living in cities and towns. One does not need to go back more than a generation to find the meat supply derived from local farmers and butchers. Indeed, among the great mass of the people living outside of the cities and large towns, the fresh meat supply was a matter of neighborhood borrowing; a farmer slaughtered an old cow, perhaps, and distributed some of the quarters or other portions of the carcass among his neighbors, with the expectation that they would return an equivalent when it came their turn to butcher.

Until comparatively recent years the products of the farm were distributed throughout the year for food consumption in a crude and very restricted sense. Apples and green corn were dried in the sun; Indian corn was preserved dry in the crib; potatoes, cabbages, and turnips were kept fresh in the cellar; some beef was dried; pork and beef were pickled in brine; squashes and pumpkins were kept for some time after the harvest without rotting, and so on with a few other products of the farm and garden. An immense change in the relation of foods to seasons has taken place within recent years. Fresh beef and mutton and pork and poultry preserved by refrigeration can now be had in all parts of the country from the farms and ranches of the Mississippi Valley, to say nothing of improved local meat supply. Many of the principal garden products now know no season, owing to the canner and preserver. By means of canning and preserving, the farmer's market has been enlarged both in time and space until the market for farm and garden products now extends throughout the entire year, not only to remote parts of this country, but to a large portion of the world.

If a list of the different kinds and descriptions of foods were to be presented, it would, because of its magnitude, overtax the patience of the reader. An attempt was made several years ago to prepare such a list for a publisher, and the undertaking had to be abandoned on account of its unexpectedly large proportions and the time, labor, and expense required. One of the large Western packing companies with enormous capital and business has been selected to illustrate how the extension of the farmer's market has been promoted and elaborated in recent years. This packing company owns the cars that are used to distribute its products and to collect some of them. It has 500 tank cars for transporting blood, and tankage for fertilizers and various animal oils; it has 4,000 cars for transporting dressed beef and 6,500 cars for transporting fruit. From the price lists of this company, sent to its agencies throughout the United States, the following facts are extracted:

The beef carcass is cut into many different parts in various ways, all intended to meet the demands of retailers and consumers, and the different parts so cut, including all the parts of the animal customarily eaten, number 53. With regard to meat cuttings, the numbers are: pork 20, mutton 12, veal 5; varieties of sausages, 43, and of delicatessen sausage 14—total varieties of sausage 57. The dried salt meats are prepared with sixteen different cuttings; the bacon meats with 16. There are

hams of many descriptions, and dried beef, mess pork, mess beef, pickled beef tongue, pork spare ribs, mince-meat in packages of numerous sizes, lard, compound lard and lard oil, neat's-foot oil, and tallow oil.

The canned meats include numerous varieties, among which may be mentioned corned beef, pigs' feet, gelatin, boar's head, Oxford sausage, tongue, roast beef, boiled beef, chipped beef, deviled ham, potted ham and tongue, minced ham, chicken, turkey, chile con carne, pork and beans, ox marrow, chicken tamale, and sauerkraut and Vienna sausage, etc. There are to be mentioned also some of the canned soups, as oxtail, mock turtle, tomato, consomme, chicken, beef, mutton, vegetable, puree of green peas, and so on. The extracts of beef are liquid and in tablets of various descriptions. The pickled tongues, pork hocks and pigs' feet are of nine descriptions, and there are poultry of all sorts and fresh eggs and canned eggs, ducks, quails, venison, prairie chicks, pigeons, squabs, and even frogs' legs.

Spanish Sausage Seasonings.

- No. 1.
3 lbs. black pepper.
2 ozs. cayenne.
1 ozs. thyme.
6¼ ozs. bay leaf.
7¼ lbs. salt.

- No. 2.
8 lbs. pepper.
14 ozs. pimento.
3 ozs. garlic.
18 lbs. salt.

- No. 3.
4 lbs. pepper.
7 ozs. nutmeg.
8 ozs. pimento.
2 ozs. garlic.
10 lbs. salt.

- No. 4.
1 lb. pepper.
1 oz. cinnamon.
¾ oz. cayenne.
3 ozs. coriander.
½ oz. garlic.
2¼ lbs. salt.

- No. 5.
3 lbs. pepper.
6 ozs. ginger.
1½ ozs. cloves.
8 ozs. coriander.
3 ozs. nutmeg.
8¼ lbs. salt.

- No. 6.
5 lbs. pepper.
10 ozs. ginger.
2 ozs. garlic.
6½ lbs. salt.

Effect of Cold on Eggs.

Camille Dareste has made many experiments on the effect of foreign circumstances on hens' eggs. One of his last was the effect of cold. On his death, his assistant, Tienne Rabaud, completed the experiment and has given the result. There were thirty rows of twenty-four hens' eggs each. They were new-laid, and were submitted to test after remaining three days undisturbed. Eighteen were exposed to a temperature of eighteen degrees and were kept apart for purposes of comparison. A third of the frozen eggs were put at once into the incubator at thirty-eight degrees C. The second third were slowly thawed in the open air, and then left in the incubation temperature. The remaining third lay three days, so as to let them get over the effect of manipulations, and then were put into the incubator. The results were:

1. Hens' eggs can stand a temperature of at least fifteen degrees cold and live. 2. The freezing works a great change, since the further development in most cases seems to be only a growth of cells without clear differentiation. 3. The damage done is lasting, for slow thawing does not give back its normal development to the germ. 4. The individuality of the germs is obvious in this experiment, in that several of the eggs subjected to freezing could still produce an embryo with peculiarities, but possibly normal.

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.

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.

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.

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.

As we have seen, prudence and cleverness are requisites in the solicitation of orders. The same qualities, moreover, find good use when money has to be collected. If this responsibility falls to the share of the commercial traveler he should carefully weigh all the circumstances in each case, neither doing too much nor too little, but cleverly adopting the right measures to procure the desired end. To demand in unbecoming language the immediate payment of liabilities would very likely injure the house represented by the collector, just as much as were he to be too easily put off by the wily excuses offered by those who make it a point to either ignore their obligations or to defer their payment as long as possible.

Delinquent creditors might be classed conveniently into those who wish to pay but are unable to do so, and those who can pay but won't. A few words about the latter class. There are numbers of persons, be it that they hate to part with their money or enjoy the pleasure of doing business with other people's money, who with all kinds of excuses and pretexts try to avoid the prompt settlement of their debts. Now they complain of the dulness of business, then again that money is scarce and coming in very slowly, or that not having received notice of the agent's early arrival, they are therefore unprepared to make payments. Or, again, as the agent did not arrive precisely on the day mentioned on his postal card, they took it for granted that he would not call at all on this trip but had changed his route. Now this reason, now that one, is urged as an excuse for having disposed of the money that was intended for the agent.

In view of such excuses it is exceedingly difficult for the collector to take the right step. Hasty actions, when one is not quite sure of the case, might hurt the feelings of a man of honor, so that he would at once break off all business connections with the man taking such a course. On the other hand, persons who by the most trivial excuses try to avoid the payment of their indebtedness soon become well known as "bad pay." Their reputation in these cases is the sure guide to an energetic policy. If the traveler becomes convinced that payments are withheld not because money is scarce but from the sheer indisposition to pay, all consideration for the feelings of the delinquent ought to be thrown aside. Firmly maintain your rights as the representative of the creditor and, if necessary, threaten to employ the means provided by law for the collection of debts.

A class dangerous to the interests of the commercial traveler and those whom

he represents are those merchants who systematically make a point of buying whatever they can, but postpone payment until the time of making a bad failure is close at hand. Sooner or later this event will surely take place, as those men can not carry on business honestly for any length of time. With a little shrewdness and observation the commercial traveler will, without great difficulty, adopt the right way to deal with gentry of this class, and also with those whose excuses for a want of promptness in payment are really sound.

Appearances are, however, very deceitful, and good care should be taken not to hurt or destroy the reputation of an honorable merchant by a hasty and too urgent demand for the settlement of bills, or by spreading prematurely adverse reports concerning his business standing. The rule with the commercial traveler should be always to behave as a gentleman towards all with whom he does business. When pressing for payment he must make it appear that duty compels him to adopt decisive measures, which he certainly would avoid were it in his power.

All orders taken ought to be entered in a memorandum book, neatly and without delay, and not forgetting to note down carefully any special suggestions made by the buyer. Young drummers, not long in the business, are specially given to committing great blunders by omissions in this regard, for in their delight at having secured a good order they sometimes fail to hear the most important conditions of the sale, and therefore do not note them. This want of thought is sometimes the cause of serious losses to their firms, which could easily have been avoided had the men receiving the orders given business necessary attention and not entered their orders carelessly. It ought never to be forgotten that a person who has bought goods is very anxious to have them sent with as little expense to him as possible. The salesman should come to a clear understanding with him in regard to the transportation of the goods ordered, and should write down all details and send them to his firm, so that no reproach can fall on his head, if the purchaser should, on account of faulty transportation, claim allowances.

It is not a pleasant experience for the drummer to encounter other competitors in the same place, but it is not as disagreeable as it may appear to some, and can only be of consequence if both agents are without connections in the place. In such a case, it must be admitted that the one who comes first will make the best sales, provided that the first appearance of both is equally favorable. Supposing that the house of one of the traveling salesmen is already well known at the place, and commands a good reputation, the second agent, should he make his call previous to the other, would not gain much by it, perhaps nothing, as the other one, having been in business connection with the customer before, would not fail to announce his early arrival by means of advance cards, and his coming would therefore be expected. Nevertheless, even under such unfavorable conditions, the new man ought not to be discouraged. He still has a chance, and he must make his round and try his best to sell his goods.

If I find another competitor in the same town it is my habit to first make those calls which promise to bring in the best results. As soon as I have finished business in these stores, I fol-

low with calls at the other ones. If the place in which I find myself is of very little importance, viewed from the business standpoint, having no customer there I let it alone and continue my trip without loss of time, thus getting ahead of my competitor.

ETHICS OF THE BABY.

Babies have always been, admittedly, one of the subjects of perennial interest in the world, but heretofore it has been the way to regard them from a purely sentimental point of view, and this has made us overlook many of the most important characteristics of this interesting class of our fellow-citizens. No one is, of course, going to say a word against babies at this late day. We all consider these little outlanders as most desirable additions to our population, although they do not speak the language of the country when they arrive and come with as little baggage as a pauper emigrant. As an inspirer of poetry they have not an equal, as an ornament to a household they are a wellspring of joy, while as constituents for future politicians they are a necessity for which no substitute can be satisfactorily offered. Still there are points about the baby that we have failed to give their proper consideration. Disassociated from the halo that hangs about the cradle, one fact that stands out prominently is that he leads the list of the world's relentless tyrants. It is nothing less than absurd that, when we want a comparison for grinding despotism, we should still speak of Nero and Caligula and those old chappies—whose offenses against their fellow creatures' liberties we have to take on report—when we have the autocratic baby still with us. Did anybody ever know a baby to take pity on its afflicted family and stop howling because they wanted to sleep? Never. Haven't we seen the compassionless infant make a poor mother walk the floor until she was ready to faint with fatigue? Haven't we known an aged grandparent forced to make a Roman holiday for some ruthless little fiend by getting down on his stiff, rheumatic knees and pretending he was a bear? And yet these poor martyrs to the inhumanity of an infant hug their chains and glory in their oppression. Another almost weird characteristic about a baby is its Svengali power of hypnotism. He may be a little moon-faced creature, with a head as bald as a billiard ball, pale eyebrows, a rudimentary nose, and a mouth like a catfish, yet there are people, otherwise sane and of irreproachable taste, who not only do not consider it an insult to be thought to look exactly like him, but esteem it a compliment. Still another point that we are in the habit of overlooking is the deceitfulness of babies. They look guileless, but they are deep. Take the matter of physical strength, for instance. The baby is entered in the lightweight class and apparently is no match for a grown person, yet in a single Sunday afternoon, on the nurse's day out, a fragile little creature, who is still so unsteady on his legs he falls at every turn, can reduce an able-bodied man to a frazzle, and make him feel as if he had taken part in an amateur sprinting match. The moral effect of a baby on a household can only be compared to a deluge that washes away all the old landmarks by which you knew the place. Formerly your friends may have been people of the most exquisite tact, the greatest consideration for the rights of others, the widest and most catholic in-

terest. With the advent of the first baby all that is changed. The world narrows down to a single topic of interest, and one individual, and that is—baby. Your brightest witticism falls flat in comparison with infantile volapuk; the most startling piece of news does not create one-millionth part of the excitement that the intelligence that baby has cut another tooth does; try to tell a good story, and just at the critical moment you are interrupted by the imbecile parent calling attention to the cunning way baby is peeping through the chair rails. Of course, this is not the baby's fault—it is simply a fact. Let alone, he is generally a jolly good fellow, with plenty of virtues of his own. He's more reliable than an alarm clock to get people up in the morning. He knows what he wants, and howls for it until he gets it, while as a scapegoat for the family—as an excuse for the things they can't do because of the baby, and the things they do do because of the baby—he is simply invaluable and unapproachable.

Ninety Per Cent. Water.

One of the recently disorganized trusts has gone into business again. The original capital of \$3,000,000 has been reduced to \$300,000, thus showing that the water in the capitalization of the old company was equal to 90 per cent. of the total amount. While water is so abundant, it is no wonder that enterprises of this kind are so easily floated, or that they become submerged because of the excess.

"After the day's work was over and the boys had mailed the orders to the house," spoke a man whose hair told of many winters, "we sat around the office of a little hotel to tell a few stories and pass the hours away. One from among us strayed away to the parlor and played 'Hot Time' and a few other airs, then one by one the boys gathered around to seek some happiness in the sentiment the songs might express. And yet there was but little cheer in that gathering of drummers. Some one told of his home and how the family would gather around and the songs they would sing. Then the other boys had thoughts of home and loved ones. Still the man at the piano continued to play, until he, too, filled with the sentiment around him, touched the chords that told of 'home,' and seven voices blended in happy unison the feeling their hearts expressed. It was John Howard Payne's 'Home, Sweet Home,' and when the song was finished there were eyes dimmed by tears, and the boys retired feeling tender and true to those who love them best and know them so well. Probably it was some fair-haired and blue-eyed darling who made those thoughts so dear; probably a memory of a cunning babe whose sunshine dwelt in his soul, yet, as I watched silently the scene of sentiment and sadness, it seemed that my very soul went out to those men who battle life's way 'on the road,' and I thought of how great an element of success was such love and sentiment prevailing in the honest hearts of the 'boys of the grip.' Success to them, and may each hour be filled with joy and gladness commensurate with the sadness and disappointment their hearts must suffer."

There is no wholesome and sensible minister who does not wish to have the good will of every class in his congregation, but he especially covets the respect and confidence of the young men. This is not because they are wiser than their elders, nor because they are more spiritual, but because they are unconventional and sincere to the last degree. —Ian Maclaren.

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.

Examining Questions New York City Board of Pharmacy.

1. How many grammes will 24 fluid ounces of glycerin weigh?
2. How does the Pharmacopoeia specify that decoctions shall be prepared, if the strength is not directed by the physician?
3. Name the kinds of prescription incompatibilities, and give an example of an unintentional incompatibility which can be avoided.
4. What is the color of Liquor Ferri et Ammonii Acetatis? What is the nature of the decomposition which occurs in it upon standing?
5. State what excipient you would employ in making a pill mass containing bismuth subnitrate and sodium bicarbonate, and why?
6. Name three organic and three inorganic bodies which, when triturated with potassium chlorate, are liable to cause dangerous explosions.
7. How would you distinguish Liquor Ferri Tersulphatis from Liquor Ferri Subsulphatis?
8. Name two methods by means of which volatile oils are removed from plant parts, giving an official example under each method.
9. Name the official exsiccated salts, and state how exsiccation differs from dessiccation.
10. How is Syrupus Senegae prepared? What object is sought to be attained by the addition of ammonia water?
11. Unguentum Hydrargyri Nitratis: State how it is prepared and give its common name.
12. Describe the process of repercolation and state in the case of what class of official preparations the Pharmacopoeia authorizes its use.
13. What is the object of evaporating a liquid in a vacuum? Illustrate by example.
14. Why is glycerin sometimes added to solid extracts? State what per cent. may be added in accordance with the Pharmacopoeia.
15. How many grammes of total alkaloids should 1,000 cubic centimeters of fluid extract of nux vomica yield upon assay?

Materia Medica.

1. What is the largest class of drugs of the United States Pharmacopoeia?
2. Name one important alkaloid in each of the following: (a) Belladonna; (b) Jaborandi; (c) Hemlock; (d) Henbane.
3. Name two official drugs that belong to the Natural Order Coniferae.
4. Is there any material difference between Cannabis Indica and Cannabis Sativa? If so, state fully.
5. From what are the following obtained: (a) Iodine; (b) Bromine; (c) Salol; (d) Naphthalin?
6. State constituents, percentage of total alkaloids and percentage of quinine in Cinchona.
7. Is the Oil of sweet almonds a volatile or a fixed oil?
8. In what respects do essential oils differ from fatty oils?
9. What is the official name of Isinglass? From what is it obtained?
10. Name the ingredients in the following preparations: (a) Basham's Mixture; (b) Brown Mixture; (c) Griffith's Mixture.
11. Give the botanical name and habitat of the following: (a) Ipecac;

(b) Nux Vomica; (c) Digitalis; (d) Jaborandi.

12. What is: (a) an Alkaloid; (b) a Glucoside?

13. From what part of the plant are the following drugs obtained: (a) Asafetida; (b) Lupulin; (c) Kino; (d) Aloes?

14. Oleum Theobromae: Give common name, from what obtained, and its principal use in pharmacy.

15. Give the official names of the following: Glauber's Salt, Wormwood, Saffron, Corn Silk, Yellow Dock, Witch Hazel.

Toxicology and Posology.

1. In poisoning by what class of drugs is Tannin a suitable antidote, and how should it be used?
2. When should the use of the stomach pump be avoided, and in what class of cases may it be employed to the most advantage?
3. When should the use of oil, as an antidote, be avoided, and what are indications for its use?
4. How would you perform artificial respiration?
5. Why is coffee administered in some kinds of poisoning?
6. What emergency treatment would you employ for poisoning by Lunar Caustic? By Caustic Potash? Why?
7. What emergency treatment should be employed for poisoning by Potassium Cyanide? By Salts of Lemon?
8. What kind of poisoning may result from eating bitter almonds? Give emergency treatment.
9. What symptoms would lead you to suspect Morphine poisoning?
10. What is the largest dose of Santonin that ordinarily may safely be given to a child 2 years old? Give emergency treatment for overdose.
11. What is the dose of Acetanilid, Ammonium Bromide, Cerium, Oxalate, Guaiacol, Resin of Podophyllum?
12. What is the dose of Salicin, Santonin, Sparteine, Sulphate, Sulphonol, Thymol?
13. What is the dose of Croton Oil, Potassium Chlorate, Potassium Iodide, Oil of Peppermint, Solution of Ammonium Acetate?
14. What is the dose of Extract of Hyoscyamus, Extract of Nux Vomica, Infusion of Digitalis, Spirit of Chloroform, Compound Spirit of Ether?
15. What is the dose of Tincture of Belladonna Leaves, Tincture of Ipecac and Opium, Tincture of Indian Cannabis, Wine of Colchicum Root, Wine of Ipecac?

Chemistry.

1. In what states does matter exist? Give examples.
2. State how water may be dissociated and name the products formed.
3. Theoretically, how many grammes of Sulphur, Oxygen and Hydrogen can be obtained from 100 grammes of H₂SO₄?
4. Name the elements which constitute the Nitrogen Group, and state what compounds nearly all of them form with Hydrogen.
5. Define the term Isomorphism, giving an example.
6. Give the chemical name for each of the following: (a) Litharge; (b) Sal-Ammoniac; (c) Potash Alum; (d) White Precipitate.
7. What is a deci-normal Volumetric Solution? How is it prepared, and for what purpose is it employed?
8. What is the difference between a Gravimetric and a Volumetric process of assay?
9. Give a characteristic test for each of the following: (a) Acetates; (b) Chlorides; (c) Nitrates; (d) Tartrates.
10. Write the chemical formula for the two Oxides of Arsenic.
11. Describe the element Hydrogen, and show by an equation how it can be obtained?
12. What compound is formed when Anilin and Glacial Acetic Acid react with one another?
13. State how primary Sodium Sulphate is prepared, giving its formula.
14. Write the chemical formula for each of the following: (a) Chloric Acid; (b) Lead Acetate; (c) Potassium Sulphocyanate; (d) Ammonium Bicarbonate.

Peculiar Prescriptions.

Some particulars of the prescriptions given by the late Dr. Gruby, who, among other things, is famous as having attended the poet Heine, have been published. Dr. Gruby was alive to the efficacy of simple hygienic regulations as remedies for disease, but knowing that the public would not receive ordinary instructions of this nature with the proper appreciation, he conveyed them in eccentric directions.

One patient was given a little "aromatic gum water" and told to walk every morning before sunrise between the Bastille and the Madeleine, taking care at every 68th step to crack a grape kernel between his teeth. Another patient was instructed to mount his dining table three times a day and bend his body backwards for 7½ minutes at a time. One prescription was to swallow two raw eggs with exactly 47 grams of salt every evening. An exceptionally nervous person, who suffered from lack of occupation, was ordered to take an apartment of four rooms on the fifth story of a house, to have the rooms papered in a different shade of green, and in a different pattern, the patient to act as a sort of foreman paperhanger. We are told that the cure in this case was almost perfect. What was the decorative effect on the rooms we are left to imagine.—Revue Clinique.

The Preparation of Koumys.

Fill a quart champagne bottle to the neck with pure cow's milk; add two tablespoonfuls of white sugar, first dissolving it in a little water by the aid of heat; add also a quarter of a two-cent cake of yeast. Then securely fasten the cork in the bottle and shake the mixture well; place it in a room having a temperature of from 70 to 80 deg. Fahrenheit for six hours and finally in an ice-box for about twelve hours. It is then ready for use and may be taken in quantities varying with the requirements of the stomach and general condition of the patient. In preparing koumys it is well to make sure that the milk is pure, that the bottle is sound and the yeast is fresh. The bottle should be opened with great care on account of the effervescent properties of the mixture, and the latter should be discarded and not drunk at all if there is any curdle or thickened masses resembling cheese, as these indicate that the fermentation has been prolonged beyond the proper time. It should be prepared as required for use. The virtue of koumys resides in the fact that it nourishes, refreshes and stimulates, with no subsequent reaction from its effects. Koumys contains some alcohol, with fat, casein, lactic acid and carbonic acid gas.

Heberden's Ink.

This was the name given by Dr. Neligon to a mixture of bitter tonics and aromatic stimulants containing a trace of iron, once official in the British Pharmacopoeia under the title Mistura Ferri Aromatica. The exact formula of the preparation is as follows:

Red cinchona bark, powd., 1 oz.
 Calumba root, coarse powd., ½ oz.
 Cloves, bruised, ¼ oz.
 Fine iron wire, ½ oz.
 Compound tincture cardam, 3 ozs.
 Tincture orange peel, ½ oz.
 Peppermint water, a sufficiency.

Macerate the cinchona bark, calumba root, cloves and iron with 12 fluid ounces of peppermint water in a closed vessel for three days, agitating occasionally; then filter the liquid, adding as much peppermint water to the filter as will

make the product measure 12½ fluid ounces; to this add the tinctures, and preserve the mixture in a well-stoppered bottle.

As stated above, Heberden's ink is no longer recognized by the British Pharmacopoeia. It was dropped in the edition of 1898. The mixture is given as a tonic in anaemia and in debilitated conditions of the system in doses of one or two tablespoonfuls. It is still used in Ireland, and its absence from the Pharmacopoeia is resented by Irish physicians.

The Drug Market.

Opium—Is quite firm, although reports from primary markets indicate a full crop.

Morphine—Is unchanged.

Quinine—Is very firm. Outside holders ask same price as manufacturers. As bark shows an advance at each sale, higher prices are looked for.

Oils Anise and Cassia—Both show an advance of 5c per lb., and rhubarb about 10 per cent.

Cuttle Fish Bone—Is very firm under reports from Trieste that the supply is very limited, and that the catch will be a small one.

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

Goods affected by the trouble in China are very firm and advancing.

Non-Dangerous Fireworks.

Prof. Weiffenbach has recently patented a "firework giving a non-dangerous spray of blinding white light. It is produced by mixing together 12 parts of aluminum filings, 12 parts of barium nitrate, 12 parts saltpeter, 2 parts of yellow dextrin, 2 parts of sulphur, 5 parts of gum arabic, and filling the mass, dry, into tubes, or the mass may be made into a paste with water and spread on any suitable articles.

Played Her a Shabby Trick.

"That was a mean trick Harry played Louise."
 "What was it?"
 "Why, he disguised himself as a census taker and found out her age."

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.

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C. L. Harvey & Co.

59 Monroe Street, Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—					
Acidum		Conium Mac.	50¢ 60	Sellae Co.	50 50
Aceticum	60¢ 8	Copalba	1 15¢ 1 25	Tolutan	50 50
Benzoleum, German.	70¢ 75	Cubeba	90¢ 1 10	Prunus virg.	50 50
Boricum	16 16	Exechthit	1 00¢ 1 10	Tinctures	
Carbolicum	27¢ 30	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60 60
Citricum	45¢ 48	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	60 60
Hydrochlor.	30¢ 30	Geranium, ounce.	60 75	Aloes	60 60
Nitrosum	80¢ 10	Gossypil, Sem. gal.	50¢ 60	Aloes and Myrrh	60 60
Xallicum	12¢ 14	Hedeoma	1 70¢ 1 75	Arnica	60 60
Phosphorium, dil.	15 15	Junipera	1 50¢ 2 00	Assafetida	60 60
Salicylicum	65¢ 70	Lavandula	90¢ 2 00	Atrope Belladonna	50 50
Sulphuricum	13¢ 15	Limonis	1 40¢ 1 50	Aurant Cortex	50 50
Tannicum	90¢ 1 00	Mentha Piper	1 25¢ 2 00	Benzoin	60 60
Tartaricum	38¢ 40	Mentha Verid	1 50¢ 1 60	Benzoin Co.	50 50
Ammonia		Morruhu, gal.	1 20¢ 1 25	Barosma	50 50
Aqua, 16 deg.	4¢ 6	Myrica	4 00¢ 4 40	Cantharides	75 75
Aqua, 20 deg.	6¢ 8	Pieis Liquida	10¢ 12	Capsicum	75 75
Carbonas	13¢ 15	Pieis Liquida, gal.	10¢ 35	Cardamon	75 75
Chloridum	12¢ 14	Ricina	1 00¢ 1 08	Cardamon Co.	75 75
Aniline		Rosmarini	1 00¢ 1 00	Castor	1 00 1 00
Black	2 00¢ 2 25	Rosa, ounce.	6 50¢ 8 50	Cinchona	50 50
Brown	80¢ 1 00	Suecni	40¢ 45	Cinchona Co.	50 50
Red	45¢ 50	Sabina	90¢ 1 00	Columba	50 50
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Cubeba	50 50
Baccae		Sassafras	50¢ 55	Cassia Acutifol	50 50
Cubeba	12¢ 14	Sinapis, ess., ounce.	1 50¢ 1 60	Cassia Acutifol Co.	50 50
Juniperus	6¢ 8	Tigli	40¢ 50	Digitalis	50 50
Xanthoxylum	75¢ 80	Thyme, opt.	1 60 1 60	Ergot	50 50
Balsamum		Theobromas	15¢ 20	Ferri Chloridum	35 35
Copaiba	50¢ 55	Potassium		Gentian	50 50
Peru	40¢ 45	Bi-Carb	15¢ 18	Gentian Co.	50 50
Terabin, Canada	40¢ 45	Bichromate	13¢ 15	Guaiaca	50 50
Tolutan	40¢ 45	Bromide	52¢ 57	Guaiaca ammon	50 50
Cortex		Carb	12¢ 15	Hyoscyamus	50 50
Abies, Canadian	18 18	Chlorate, po. 17	16¢ 18	Iodine	75 75
Cassia	12 12	Cyanide	35¢ 40	Iodine, colorless	75 75
Cinchona Flava	18 18	Iodide	2 65¢ 2 75	Kino	50 50
Eucynus atropurp.	30 30	Potassa, Bitart, pure	28¢ 30	Lobelia	50 50
Myrica Cerifera, po.	20 20	Potassa, Bitart, com.	15 15	Myrrh	50 50
Prunus Virgin.	12 12	Potass Nitras, opt.	7 10	Nux Vomica	50 50
Quillaia, gr'd	12 12	Potass Nitras	6¢ 8	Opil	50 50
Sassafras	15 15	Prussiate	23¢ 26	Opil, comphorated	1 50 1 50
Ulmus	15 15	Sulphate po.	15¢ 18	Quassia	50 50
Extractum		Radix		Rhatany	50 50
Glycyrrhiza Glabra	24¢ 25	Aconitum	20¢ 25	Rhel	50 50
Glycyrrhiza, po	28¢ 30	Althae	22¢ 25	Sanguinaria	50 50
Hæmatox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Serpentaria	50 50
Hæmatox, 1s	13¢ 14	Arum po.	25 25	Stromonium	60 60
Hæmatox, 1/4s	14¢ 15	Calamus	20¢ 40	Tolutan	50 50
Hæmatox, 1/4s	16¢ 17	Gentiana, po. 15	12¢ 15	Valerian	50 50
Ferru		Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	50 50
Carbonate Precip	15 15	Hydrastis Canad.	75 75	Zingiber	20 20
Citrate and Quinia	2 25	Hydrastis Can.	80 80	Miscellaneous	
Citrate Soluble	75 75	Hellebore, Alba, po.	12¢ 15	Æther, Spts. Nit. F	30¢ 35
Ferrocyanidum Sol.	40 40	Inula, po.	15¢ 20	Æther, Spts. Nit. F	34¢ 38
Solut. Chloride	15 15	Ipeac, po.	4 25¢ 4 35	Alumen	24¢ 3
Sulphate, com'l, by	2 2	Iris plox, po. 35	35¢ 40	Alumen, gro'd, po. 7	30¢ 4
Sulphate, com'l, by	80 80	Jalapa, pr.	25¢ 30	Annatto	40¢ 50
Sulphate, pure	7 7	Maranta, 1/4s	25 25	Antimoni, po.	40¢ 5
Flora		Podophyllum, po.	22¢ 25	Antimoniet Potass T	40¢ 50
Arnica	14¢ 16	Rhei	75¢ 1 00	Antipyrin	25 25
Anthemis	22¢ 25	Rhei, cut	1 25 1 25	Antifebrin	20 20
Matricaria	30¢ 35	Rhei, pv.	75¢ 1 35	Argent Nitras, oz.	48 48
Folia		Spigelia	35¢ 38	Arsenicum	10¢ 12
Barosma	25¢ 30	Sanguinaria, po. 15	18 18	Balm Gilead Buds	38¢ 40
Cassia Acutifol, Tin-	20¢ 25	Serpentaria	40¢ 45	Bismuth S. N.	1 50¢ 1 60
nevelly	25¢ 30	Senega	60¢ 65	Calcium Chlor., 1s.	9 9
Cassia, Acutifol, Alx.	25¢ 30	Smilax, officinalis H.	40 40	Calcium Chlor., 1/4s.	10 10
Salvia officinalis, 1/4s	12¢ 20	Smilax, M.	25 25	Calcium Chlor., 1/4s.	12 12
Uva Ursi	8¢ 10	Sellae	10¢ 12	Cantharides, Rus. po	75 75
Gummi		Symplocarpus, Pœti-	25 25	Capsici Fructus, ad.	15 15
Acacia, 1st picked	65 65	duis, po.	25 25	Capsici Fructus, po.	15 15
Acacia, 2d picked	45 45	Valeriana, Eng. po. 20	15¢ 20	Caryophyllus, po. 15	12¢ 14
Acacia, 3d picked	28 28	Zingiber a.	12¢ 16	Carmin, No. 40	3 00
Acacia, sifted sorts	45¢ 65	Zingiber j.	25¢ 27	Cera Alba	50¢ 55
Acacia, po.	12¢ 14	Semen		Cera Flava	40¢ 42
Aloe, Barb. po. 18	20 20	Anisum	40 40	Cocceus	40 40
Aloe, Cape, po. 15	12 12	Apium (graveolens)	13¢ 15	Cassia Fructus	35 35
Aloe, Socotri. po. 40	12 12	Bird, 1s	40 40	Centraria	10 10
Ammoniac	55¢ 60	Carul, po. 18	11¢ 12	Ceteaceum	45 45
Assafetida, po. 30	28¢ 30	Cardamon	1 25¢ 1 75	Chloroform	55¢ 60
Benzoinum	50 50	Coriandrum	8¢ 10	Chloral Hyd Crst.	1 65¢ 1 90
Catechu, 1s	60 60	Cannabis Sativa	4 5	Chondrus	20¢ 25
Catechu, 1/4s	60 60	Cydonium	75¢ 1 00	Cinchonidine, P. & W	38¢ 48
Catechu, 1/4s	60 60	Chenopodium	10¢ 12	Cinchonidine, Germ.	38¢ 48
Camphora	68¢ 72	D'Arterix Odorate	1 00¢ 1 10	Cocaine	50 50
Euphorbium, po. 35	40 40	Fœnugreek, po.	70 70	Corks, list, dis. pr. et.	30¢ 50
Galbanum	1 00 1 00	Lini	31¢ 44	Croosotum	40 40
Gamboge	65¢ 70	Lini, gr'd. bbl. 31/4	40 44	Creta	2 2
Guaiacum, po. 25	30 30	Lobelia	35¢ 40	Creta, prep.	9¢ 11
Kino, po. \$0.75	75 75	Pharlaris Canarian.	4 5	Creta, Rubra	8 8
Mastic	40 40	Rapa	44¢ 50	Crocus	15¢ 18
Myrrh	40 40	Sinapis Alba	90 10	Cudbear	24 24
Opil, po. 4.50	3 40	Sinapis Nigra	11¢ 12	Cupri Sulph.	61¢ 8
Shellac	35¢ 35	Spiritus		Dextrine	70 70
Shellac, bleached	40¢ 45	Frumentum, W. D. Co.	2 00¢ 2 50	Æther Sulph.	75¢ 90
Tragacanth	50¢ 80	Frumentum, D. F. R.	2 00¢ 2 25	Emery, all numbe.s.	8 8
Herba		Frumentum	1 25¢ 1 50	Emery, po.	6 6
Absinthium, oz. pkg	25 25	Juniperis Co. O. T.	1 65¢ 2 00	Ergota, po. 90	85¢ 90
Eupatorium, oz. pkg	20 20	Saacharum N. E.	1 90¢ 2 10	Flake White	12¢ 15
Lobelia, oz. pkg	25 25	Spt. Vini Galli.	1 75¢ 6 50	Galla	23 23
Majorum, oz. pkg	28 28	Vini Oporto.	1 25¢ 2 00	Gambler	8 9
Mentha Pip. oz. pkg	23 23	Vini Alba.	1 25¢ 2 00	Gelatin, Cooper	60 60
Mentha Vir. oz. pkg	25 25	Sponges		Gelatin, French	35¢ 60
Rue, oz. pkg	22 22	Florida sheeps' wool	2 50¢ 2 75	Glassware, flint, box	75 75
Tanacetum V. oz. pkg	22 22	Nassau sheeps' wool	2 50¢ 2 75	Less than box	70 70
Thymus, V. oz. pkg	25 25	Velvet extra sheeps' wool, carriage	2 50¢ 2 75	Glue, brown	11¢ 13
Magnesia		Extra yellow sheeps' wool, carriage	2 50¢ 2 75	Glue, white	15¢ 25
Calcined, Pat.	55¢ 60	Grass sheeps' wool, carriage	2 50¢ 2 75	Glycerina	17¢ 28
Carbonate, Pat.	18¢ 20	Hard, for slate use.	2 50¢ 2 75	Grana Paradisi	25 25
Carbonate, K. & M.	18¢ 20	Yellow Reef, for slate use.	2 50¢ 2 75	Humulus	25¢ 55
Carbonate, Jennings	18¢ 20	Syrups		Hydrarg Chlor Mite	95 95
Oleum		Acacia	50 50	Hydrarg Chlor Cor.	85 85
Absinthium	6 00¢ 6 25	Aurant Cortex	50 50	Hydrarg Ox Rub'm	85 85
Amygdale, Dulc.	35¢ 60	Zingiber	50 50	Hydrarg Ammoniat	17 17
Amygdale, Amaræ	8 00¢ 8 25	Ipeac.	60 60	Hydrarg Unguentum	50¢ 60
Anisi	1 85¢ 1 90	Ferri Iod.	50 50	Hydrargyrum	85 85
Aurant Cortex	2 25¢ 2 30	Rhel Arom.	50 50	Ichthyobolla, Am.	65¢ 70
Bergamini	2 50¢ 2 60	Smilax Officinalis	50¢ 60	Indigo	75¢ 1 00
Cajuputi	80¢ 85	Senega	50 50	Iodine, Resubl.	3 90¢ 4 00
Caryophylli	75¢ 80	Sellae	50 50	Iodoform	4 00
Cedar	35¢ 45	Paints		Lupulin	50 50
Chenopadii	2 75 2 75	Red Venetian	13¢ 2 28	Lycopodium	70¢ 75
Cinnamonil	1 10¢ 1 20	Ochre, yellow Mars.	13¢ 2 28	Macle	65¢ 75
Citronella	35¢ 40	Ochre, yellow Ber.	13¢ 2 28	Liquor Arsen et Hy-	25 25
Advanced— Declined—		Puffy, commercial	24¢ 24¢ 3	drang Iod.	10¢ 12
		Puffy, strictly pure	24¢ 24¢ 3	Liquor Potass Arsinil	10¢ 12
		Vermillion, Prime	13¢ 15	Magnesia, Sulph.	2 3
		American	13¢ 15	Magnesia, Sulph, bbl	14 14
		Vermillion, English	70¢ 75	Manna, S. F.	50¢ 60
		Green, Paris	14¢ 18	Oils	
		Green, Peninsular	13¢ 16	Whale, winter	70 70
		Lead, red	61¢ 7	Lard, extra	60 70
		Lead, white	61¢ 7	Lard, No. 1	45 50
		Whiting, white Span	70 70	Varnishes	
		Whiting, gilders	90 90	No. 1 Turp Coach	1 10¢ 1 20
		White, Paris, Amer.	1 00 1 00	Extra Turp	1 00¢ 1 70
		Whiting, Paris, Eng.	1 00 1 00	Coach Body	2 75¢ 3 00
		Whiting, cliff	1 40 1 40	No. 1 Turp Furn.	1 00¢ 1 10
		Universal Prepared	1 00¢ 1 15	Extra Turp Damar.	1 55¢ 1 60
				Jap. Dryer, No. 1 Turp	70¢ 75

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Will see you soon with the best line of
Writing Paper Tablets, Pencil Pa-
per Tablets and Exercise Books for
 fall school trade shown in the State this
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 All the newest shapes of **Ladies' Wal-**
lets, Finger Purses, etc.

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DRUGGIST SUNDRIES

in Michigan, and he will have the com-
 plete line of these goods with him
 when he calls Wait for him.

Hazeltine & Perkins

Drug Co.,

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Sugar	Cheese	Pearl Barley	
Flour	Wheat Grits		
Candy	Lemons		
Lard	Crackers.		
ALABASTINE		Beans	
White in drums.....	9	Baked Kidney.....	75@1 30
Colors in drums.....	10	Red Kidney.....	75@ 85
White in packages.....	10	String.....	80
Colors in packages.....	11	Wax.....	85
Less 40 per cent discount.		Blueberries	
AXLE GREASE		Standard.....	85
Aurora.....	doz. gross	Clams.....	
Castor Oil.....	55 6 00	Little Neck, 1 lb.....	1 00
Diamond.....	50 7 00	Little Neck, 2 lb.....	1 50
Frazier.....	75 9 00	Cherries.....	
IXL Golden, tin boxes 75	9 00	Red Standards.....	85
		White.....	1 15
		Corn.....	
		Fair.....	75
		Good.....	85
		Fancy.....	95
		Gooseberries	
		Standard.....	90
		Hominy	
		Standard.....	85
		Lobster	
		Star, 1/2 lb.....	1 85
		Star, 1 lb.....	3 10
		Picnic Tails.....	2 25
		Mackerel	
		Mustard, 1 lb.....	1 75
		Mustard, 2 lb.....	2 80
		Soused, 1 lb.....	1 75
		Soused, 2 lb.....	2 80
		Tomato, 1 lb.....	1 75
		Tomato, 2 lb.....	2 80
		Mushrooms	
		Hotels.....	18@20
		Buttons.....	22@25
		Oysters	
		Cove, 1 lb.....	95
		Cove, 2 lb.....	1 70
		Peaches	
		Pie	
		Yellow.....	1 65@1 85
		Pears	
		Standard.....	70
		Fancy.....	80
		Peas	
		Marrowfat.....	1 00
		Early June.....	1 00
		Early June Sifted.....	1 60
		Pineapple	
		Grated.....	1 25@2 75
		Sliced.....	1 35@2 25
		Pumpkin	
		Fair.....	65
		Good.....	75
		Fancy.....	85
		Raspberries	
		Standard.....	90
		Salmon	
		Columbia River.....	1 95@2 00
		Red Alaska.....	1 35
		Pink Alaska.....	1 00
		Shrimps	
		Standard.....	1 50
		Sardines	
		Domestic, 1/2.....	4
		Domestic, 3/4.....	8
		Domestic, Mustard.....	17
		California, 1/2.....	22
		French, 1/2.....	28
		French, 3/4.....	28
		Strawberries	
		Standard.....	85
		Fancy.....	1 25
		Succotash	
		Fair.....	90
		Good.....	1 00
		Fancy.....	1 20
		Tomatoes	
		Fair.....	80
		Good.....	90
		Fancy.....	1 15
		Gallons.....	2 35
		CATSUP	
		Columbia, pints.....	2 00
		Columbia, 1/2 pints.....	1 25
		CHEESE	
		Acme.....	@ 8
		Amboy.....	@ 9
		Amboy City.....	@ 8 1/2
		Emblem.....	@ 9
		Gen.....	@ 10
		Gold Medal.....	@ 9
		Ideal.....	@ 8 1/2
		Jersey.....	@ 10
		Riverside.....	@ 9 1/2
		Brick.....	@ 10
		Edam.....	@ 9 1/2
		Leiden.....	@ 10
		Limbinger.....	@ 10
		Pineapple.....	50 @75
		Sap Sago.....	@16
		CHOCOLATE	
		Walter Baker & Co.'s.....	
		German Sweet.....	23
		Premium.....	35
		Breakfast Cocoa.....	46
		Runkel Bros.....	
		Vienna Sweet.....	21
		Vanilla.....	28
		Premium.....	31
		H. O. Wilbur & Sons.....	
		Capital Sweet.....	22
		Imperial Sweet.....	22
		Nelson's Premium.....	25
		Sweet Clover, 1/2.....	25
		Sweet Clover, 3/4.....	27
		Premium Baking.....	33
		Double Vanilla.....	40
		Triple Vanilla.....	50
		CANDLES	
		Electric Light, 88.....	12
		Electric Light, 168.....	12 1/2
		Paraffine, 68.....	11 1/2
		Paraffine, 128.....	12 1/2
		Wicking.....	20
		CANNED GOODS	
		Apples	
		3 lb. Standards.....	80
		Gallons, standards.....	2 60
		Blackberries	
		Standards.....	75

PACKAGE COFFEE.

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate of 75c per 100 lbs.

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract
Valley City 1/2 gross..... 75
Felix 1/2 gross..... 1 15
Hummel's foil 1/2 gross..... 85
Hummel's tin 1/2 gross..... 1 43

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

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

CONDENSED MILK
4 doz in case.....
Gall Borden Eagle..... 6 75
Gall Crown..... 6 25
Daisy..... 5 75
Champion..... 4 50
Magnolia..... 4 25
Challenge..... 4 00
Dime..... 3 35

CIGARS
The Bradley Cigar Co.'s Brands
Advance..... \$35 00
Bradley..... 35 00
Clear Havana Puffs..... 22 00
W. H. B..... 55 00
W. B. B..... 55 00

H. & P. Drug Co.'s brands.
Fortune Teller..... 35 00
Our Manager..... 35 00
Quintette..... 35 00
G. J. Johnson Cigar Co.'s Brand.

S. C. W..... 35 00
Phelps, Brace & Co.'s Brands.
Royal Tiger..... 55@ 80 00
Royal Tigarettes..... 35
Vincente Portuondo..... 70 00
Ruhe Bros. Co..... 25@ 70 00
Hilton Co..... 35@110 00
T. J. Dunn & Co..... 35@ 70 00
McCoy & Co..... 35@ 70 00
The Collins Cigar Co..... 100 35 00
Brown Bros..... 150 70 00
Bernard Stahl Co..... 35@ 90 00
Banner Cigar Co..... 100 35 00
Seidenberg & Co..... 55@125 00
Fulton Cigar Co..... 100 35 00
A. B. Ballard & Co..... 35@175 00
E. M. Schwarz & Co..... 35@110 00
San Telmo..... 35@ 70 00
Havana Cigar Co..... 180 35 00
C. Costello & Co..... 35@ 70 00
LaGora-Fee Co..... 35@ 70 00
S. I. Davis & Co..... 35@185 00
Hene & Co..... 35@ 90 00
Benedict & Co..... 75@ 70 00
Hemmett Cigar Co..... 35@ 70 00
G. J. Johnson Cigar Co..... 35@ 70 00
Maurice Sanborn..... 50@175 00
Bock & Co..... 65@300 00
Manuel Garcia..... 80@375 00
Neuva Mundo..... 85@550 00
Henry Clay..... 95@550 00
La Carolina..... 96@200 00
Standard T. & C. Co..... 95@ 70 00
H. Van Tongeren's Brand.
Star Green..... 35 00

COFFEE
Roasted
A.C. HIGH GRADE COFFEES

Special Combination..... 20
French Breakfast..... 25
Lenox..... 30
Vienna..... 35
Private Estate..... 38
Supreme..... 40
Less 33 1/2 per cent.

Rio
Common..... 10 1/2
Fair..... 11
Choice..... 13
Fancy..... 15

Santos
Common..... 11
Fair..... 14
Choice..... 15
Fancy..... 17
Peaberry..... 13

Maracaibo
Fair..... 12
Choice..... 16

Mexican
Choice..... 16
Fancy..... 17

Guatemala
Choice..... 16

Java
African..... 12 1/2
Fancy African..... 17
O. G. large..... 25
P. G..... 29

Mocha
Arabian..... 21

Farina
24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00
Haskell's Wheat Flakes
36 2 lb. packages..... 3 00
Hominy
Barrels..... 2 50
Flake, 50 lb. drums..... 1 00
Maccaroni and Vermicelli
Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50
Pearl Barley
Common..... 2 30
Chester..... 2 30
Empire..... 2 90

Grits
Walsh-DeRoo Co.'s Brand.



24 2 lb. packages..... 2 00
100 lb. kegs..... 3 00
200 lb. barrels..... 5 70
100 lb. bags..... 2 90

Peas
Green, Wisconsin, bu..... 1 30
Green, Scotch, bu..... 1 35
Split, bu..... 3

Flaked Oats
Rolled Avena, bbl..... 3 60
Steel Cut, bbl..... 4 00
Monarch, bbl..... 3 35
Monarch, 1/2 bbl..... 1 80
Monarch, 90 lb. sacks..... 1 55
Quaker, cases..... 20

Sago
German..... 4
East India..... 3 1/2

Tapioca
Flake..... 4 1/2
Pearl..... 4 1/2
Pearl, 24 1 lb. packages..... 6 1/2

Wheat
Cracked, bulk..... 3 1/2
24 2 lb. packages..... 2 50

FLAVORING EXTRACTS
DeBoe's
Vanilla D. C. 2 oz 1 10 4 oz 1 80
Lemon D. C. 2 oz 1 10 4 oz 1 35
Van. Tonka 2 oz 75 4 oz 1 45

FOOTE & JENKS
Highest Grade Extracts

Vanilla Lemon
1 oz full m 1 20 1 oz full m 80
2 oz full m 2 10 2 oz full m 1 25
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

Vanilla Lemon
2 oz panel 1 20 2 oz panel 75
3 oz taper 2 00 4 oz taper 1 50

Jennings' Arctic
2 oz full meas. pure Lemon..... 75
2 oz full meas. pure Vanilla 1 20

Big Value
2 oz. oval Vanilla Tonka..... 75
2 oz. oval Pure Lemon..... 75

JENNINGS'
FLAVORING EXTRACTS

Reg. 2 oz. D. C. Lemon..... 75
No. 4 Taper D. C. Lemon..... 1 52
Reg. 2 oz. D. C. Vanilla..... 1 24
No. 3 Taper D. C. Vanilla..... 2 08

Standard
2 oz. Pure Vanilla Tonka..... 70
2 oz. flat Pure Lemon..... 70

Northrop Brand
Lem. Van.
2 oz. Taper Panel..... 75 1 20
2 oz. Oval..... 75 1 20
3 oz. Taper Panel..... 1 35 2 00
4 oz. Taper Panel..... 1 60 2 25

Perrigo's
Van. Lem.
XXX, 2 oz. obert..... 1 25 75
XXX, 4 oz. taper..... 2 25 1 25
XX, 2 oz. obert..... 1 00
No. 2, 2 oz. obert..... 75
XXX D D ptehr, 6 oz..... 2 25
XXX D D ptehr, 4 oz..... 1 75
K. P. ptehr, 6 oz..... 2 25

FLY PAPER
Perrigo's Lightning, gro..... 2 50
Petrolatum, per doz..... 75

HERBS
Sage..... 15
Hops..... 15

INDIGO
Madras, 5 lb. boxes..... 55
S. F., 2, 3 and 5 lb. boxes..... 50

JELLY
5 lb. pails..... 1 90
15 lb. pails..... 35
30 lb. pails..... 62

LICORICE
Pure..... 30
Calabria..... 25
Sicily..... 14
Root..... 10

LYE
Condensed, 2 doz..... 1 20
Condensed, 4 doz..... 2 25

MATCHES
Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Parlor..... 1 50
No. 2 Home..... 1 30
Export Parlor..... 4 00
Wolverine..... 1 50

MOLASSES
New Orleans
Black..... 11
Fair..... 14
Good..... 20
Fancy..... 24
Open Kettle..... 25@35
Half-barrels 2c extra

MUSTARD
Horse Radish, 1 doz..... 1 75
Horse Radish, 2 doz..... 3 50
Bayle's Celery, 1 doz..... 1 75

PAPER BAGS
Satchel Bottom Union Square
1/4..... 28 53
1/2..... 34 66
1..... 44 88
2..... 54 1 08
3..... 66 1 38
4..... 76 1 68
5..... 90 1 84
6..... 1 06 2 16
8..... 1 28 2 58
10..... 1 38 2 82
12..... 1 60 3 32
14..... 2 24 4 48
16..... 2 34 4 86
20..... 2 52 5 40

PICKLES
Medium
Barrels, 1,200 count..... 5 25
Half bbls, 600 count..... 3 13

Small
Barrels, 2,400 count..... 6 25
Half bbls, 1,200 count..... 3 62

PIPES
Clay, No. 216..... 1 70
Clay, T. D., full count..... 65
Cob, No. 3..... 85

POTASH
48 cans in case.
Babbitt's..... 4 00
Penna Salt Co.'s..... 3 00

RICE
Domestic
Carolina head..... 7
Carolina No. 1..... 5 1/2
Carolina No. 2..... 4
Broken..... 3 1/2

Imported.
Japan, No. 1..... 5 1/2@6
Japan, No. 2..... 4 1/2@5
Java, fancy head..... 5 1/2@5 1/2
Java, No. 1..... 5 @
Table..... @

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 15
Deland's..... 3 00
Dwight's Cow..... 2 10
Emblem..... 2 15
L. P..... 3 00
Sodio..... 3 15
Wyandotte, 100 lbs..... 3 00

SAL SODA
Granulated, bbls..... 80
Granulated, 100 lb. cases..... 85
Lump, bbls..... 75
Lump, 145 lb. kegs..... 80

SALT
Diamond Crystal
Table, cases, 24 3 lb. boxes..... 1 40
Table, barrels, 100 3 lb. bags..... 2 85
Table, barrels, 40 7 lb. bags..... 2 50
Butter, barrels, 280 lb. bulk..... 2 50
Butter, barrels, 20 14 lb. bags..... 2 60
Butter, sacks, 28 lbs..... 27
Butter, sacks, 56 lbs..... 62

Common Grades
100 3 lb. sacks..... 2 15
60 5 lb. sacks..... 2 05
28 10 lb. sacks..... 1 95
56 lb. sacks..... 40
28 lb. sacks..... 22

Warsaw
56 lb. dairy in drill bags..... 30
56 lb. dairy in drill bags..... 15

Higgins
56 lb. dairy in linen sacks..... 60

Solar Rock
56 lb. sacks..... 28

Common.
Granulated Fine..... 1 00
Medium Fine..... 1 08

SOAP
JAXON

Single box..... 3 00
5 box lots, delivered..... 2 95
10 box lots, delivered..... 2 90

JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd..... 3 00
Dome..... 2 80
Cabinet..... 2 40
Savon..... 2 80
White Russian..... 2 80
White Cloud..... 4 00
Dusky Diamond, 50 6 oz..... 2 00
Dusky Diamond, 50 8 oz..... 2 50
Blue India, 100 1/2 lb..... 3 00
Kirkoline..... 3 50
Eos..... 2 65

Rub-No-More

100 12 oz bars..... 3 00

SEARCH-LIGHT

100 big bars (labor saving)..... 3 60

SILVER

Single box..... 3 00
Five boxes, delivered..... 2 95

Scouring

Sapallo, kitchen, 3 doz..... 2 40
Sapallo, hand, 3 doz..... 2 40

SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 3/4
Grand Bank.....	@ 6 1/4
Strips or bricks.....	@ 6
Pollock.....	@ 3 1/4

Halibut.	
Strips.....	14
Chunks.....	15

Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, bbl.	6 00
Holland white hoop, keg.	75
Holland white hoop mchs.	85
Norwegian.....	
Round 10 lbs.....	3 60
Round 40 lbs.....	1 75
Scaled.....	16 1/2
Bloaters.....	1 50

Mackerel	
Mess 100 lbs.....	17 00
Mess 40 lbs.....	7 10
Mess 10 lbs.....	1 85
Mess 8 lbs.....	1 51
No. 1 100 lbs.....	15 00
No. 1 40 lbs.....	6 30
No. 1 10 lbs.....	1 65
No. 1 8 lbs.....	1 35
No. 2 100 lbs.....	9 50
No. 2 40 lbs.....	4 10
No. 2 10 lbs.....	1 10
No. 2 8 lbs.....	91

Trout	
No. 1 100 lbs.....	
No. 1 40 lbs.....	
No. 1 10 lbs.....	
No. 1 8 lbs.....	

Whitefish	
No. 1 No. 2 Fam	
100 lbs.....	7 50 7 00 2 35
40 lbs.....	3 30 3 10 1 25
10 lbs.....	90 85 38
8 lbs.....	75 71 33

SEEDS

Anise.....	9
Canary, Smyrna.....	4
Caraway.....	8
Cardamon, Malabar.....	60
Celery.....	10
Hemp, Russian.....	4 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	5
Poppy.....	10
Rape.....	4 1/2
Cattle Bone.....	15

SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43

SODA

Boxes.....	5 1/2
Kegs, English.....	4 1/4

SPICES

Whole Spices	
Allspice.....	12
Cassia, China in mats.....	12
Cassia, Batavia, in bund.....	25
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	55
Cloves, Amboyana.....	16
Cloves, Zanzibar.....	14
Mace.....	55
Nutmegs, 75-80.....	55
Nutmegs, 105-110.....	45
Nutmegs, 115-120.....	40
Pepper, Singapore, black.....	15 1/2
Pepper, Singapore, white.....	23
Pepper, shot.....	16 1/2
Pure Ground in Bulk	
Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	48
Cloves, Zanzibar.....	17
Ginger, African.....	15
Ginger, Cochinchina.....	18
Ginger, Jamaica.....	25
Mace.....	25
Mustard.....	18
Pepper, Singapore, black.....	18
Pepper, Singapore, white.....	25
Pepper, Cayenne.....	20
Sage.....	20

STARCH

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

STOVE POLISH

Enameline	
No. 4, 3 doz in case, gross.....	4 50
No. 6, 3 doz in case, gross.....	7 20

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.....	6 05
Cut Leaf.....	6 20
Crushed.....	6 20
Cubes.....	5 95
Powdered.....	5 90
Coarse Powdered.....	5 90
XXX Powdered.....	5 95
Standard Granulated.....	5 80
Fine Granulated.....	5 80
Coarse Granulated.....	5 95
Extra Fine Granulated.....	5 90
Conf. Granulated.....	6 05
2 lb. cartons Fine Gran.....	5 90
5 lb. cartons Fine Gran.....	5 90
5 lb. bags Fine Gran.....	5 90
Mould A.....	6 05
Diamond A.....	5 80
Confectioner's A.....	5 60
No. 1, Columbia A.....	5 45
No. 2, Windsor A.....	5 45
No. 3, Ridgewood A.....	5 45
No. 4, Phoenix A.....	5 45
No. 5, Empire A.....	5 35
No. 6.....	5 35
No. 7.....	5 25
No. 8.....	5 20
No. 9.....	5 15
No. 10.....	5 10
No. 11.....	5 05
No. 12.....	5 00
No. 13.....	5 00
No. 14.....	5 00
No. 15.....	5 00
No. 16.....	5 00

SYRUPS

Corn	
Barrels.....	19
Half bbls.....	21
1 doz. 1 gallon cans.....	3 20
1 doz. 1/2 gallon cans.....	1 95
2 doz. 1/4 gallon cans.....	95
Pure Cane	
Fair.....	16
Good.....	20
Choice.....	25

TABLE SAUCES

LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire.....	

TEA

Japan	
Sundried, medium.....	27
Sundried, choice.....	30
Sundried, fancy.....	40
Regular, medium.....	28
Regular, choice.....	30
Regular, fancy.....	40
Basket-fired, medium.....	26
Basket-fired, choice.....	35
Basket-fired, fancy.....	40
Nibs.....	25
Siftings.....	19
Fannings.....	20

Gunpowder

Moyune, medium.....	26
Moyune, choice.....	35
Moyune, fancy.....	50
Pingsuey, medium.....	25
Pingsuey, choice.....	30
Pingsuey, fancy.....	40

Young Hyson

Choice.....	30
Fancy.....	36

Oolong

Formosa, fancy.....	42
Amoy, medium.....	25
Amoy, choice.....	32

English Breakfast

Medium.....	27
Choice.....	34
Fancy.....	42

India

Ceylon, choice.....	32
Fancy.....	42

TOBACCO

Scotten Tobacco Co.'s Brands.	
Sweet Chunk plug.....	34
Cadillac fine cut.....	57
Sweet Loma fine cut.....	38

VINEGAR

Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	12
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	11

WASHING POWDER

Rub-No-More	
Rub-No-More, 100 12 oz.....	3 50

WICKING

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

WOODENWARE

Baskets	
Bushels.....	1 15
Bushels, wide band.....	1 25
Market.....	30
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	6 50

Clothes Pins

No. 1 Oval, 250 in crate.....	1 80
No. 2 Oval, 250 in crate.....	2 00
No. 3 Oval, 250 in crate.....	2 20
No. 5 Oval, 250 in crate.....	2 60

Boxes, gross boxes

Trojan spring.....	9 00
Eclipse patent spring.....	9 00
No 1 common.....	8 00
No 2 patent brush holder.....	9 00
12 lb. cotton bro heads.....	1 25

Pails

2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
2-wire, Cable.....	1 60
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

Tubs

20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Dowell, No. 1.....	3 25
18-inch, Dowell, No. 2.....	5 25
16-inch, Dowell, No. 3.....	4 25
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 20
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	2 75
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 15-17.....	1 75
Assorted 17-19.....	2 50

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Cre m, 3 doz.....	1 00
Magic Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

Crackers

The National Biscuit Co.	
quotes as follows:	
Butter	
Seymour.....	6
New York.....	6
Family.....	6
Salted.....	6
Wolverine.....	6 1/2

Soda

Soda XXX.....	6 1/2
Soda, City.....	8
Long Island Wafers.....	12
Zephyrette.....	10

Oyster

Faust.....	7 1/2
Farina.....	6
Extra Farina.....	6 1/2
Saltine Oyster.....	6

Sweet Goods-Boxes

Animals.....	8
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Buttercups.....	12
Cinnamon Bar.....	9
Coconut Taffy.....	10
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cracknels.....	16
Creams, Iced.....	8 1/2
Cream Crisp.....	10
Crystal Creams.....	10
Cubans.....	11 1/2
Current Fruit.....	11
Frosted Honey.....	12
Frosted Cream.....	9
Ginger Gems, lg. or sm.....	8
Ginger Snaps, N.B.C.....	8
Gladator.....	10
Grandma Cakes.....	9
Graham Crackers.....	12
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	12
Iced Honey Crumpets.....	10
Imperial.....	10
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Plie.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	12 1/2
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	12
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzels, hand made.....	7 1/2
Sears' Lunch.....	8
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	12
Sultanas.....	12
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

Grains and Feedstuffs

Wheat	
Wheat.....	80

Winter Wheat Flour

Local Brands	
Patents.....	5 00
Second Patent.....	4 75
Straight.....	4 50
Clear.....	3 75
Graham.....	4 25
Buckwheat.....	4 50
Rye.....	3 25

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond 1/2s.....	4 50
Pillsbury's Best 1/2s paper.....	5 20
Diamond 3/4s.....	4 50
Worden Grocer Co.'s Brand	
Quaker 1/2s.....	4 40
Quaker 3/4s.....	4 40
Quaker 1s.....	4 40

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s.....	5 40
Pillsbury's Best 3/4s.....	5 30
Pillsbury's Best 1s.....	5 30
Pillsbury's Best 1 1/2s.....	5 20
Pillsbury's Best 1 3/4s paper.....	5 20

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.....	5 60
Duluth Imperial 3/4s.....	5 40
Duluth Imperial 1s.....	5 30
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.....	5 20
Wingold 3/4s.....	5 20
Wingold 1s.....	5 10

Olney & Judson's Brand

Ceresota 1/2s.....	5 50
Ceresota 3/4s.....	5 40
Ceresota 1s.....	5 30
Worden Grocer Co.'s Brand	
Laurel 1/2s.....	5 55
Laurel 3/4s.....	5 40
Laurel 1s.....	5 30
Laurel 1 1/2s and 1 3/4s paper.....	5 30

Meal

Bolted.....	2 00
Granulated.....	2 20
Feed and Millstuffs	
St. Car Feed, screened.....	19 00
No. 1 Corn and Oats.....	18 50
Unbolted Corn Meal.....	18 00
Winter Wheat Bran.....	15 00
Winter Wheat Middlings.....	15 50
Screenings.....	15 00

Corn

Car lots.....	29
Car lots, clipped.....	32
Less than car lots.....	
Hay	
No. 1 Timothy car lots....	12 0
No. 1 Timothy ton lots....	13 0

The Postoffice and United States Mail. Written for the Tradesman.

In the social and industrial life of the United States the postoffice plays a most prominent part. It is one of the chief public organizations which serve to increase the activity of every branch of labor, a most prompt and ready means for transmission of intelligence, both public and private, and is an effective agency in producing a sentiment of unity and mutual sympathy, which as a result of our common social nature springs up between all who meet or commune together free from the artificial isolations of convention or prejudice.

With the invention of the art of writing, as a means of communicating with each other, mankind felt the need of some method for safely sending letters to their destination. From the earliest times among the Persians and Assyrians, we find those governments had an organized system for the dissemination of their orders to subordinate officers in distant parts of their empires by messengers who were stationed a day's journey from each other. Among the Romans government dispatches were sent by horsemen mounted on swift steeds; and the extent of the Roman Empire made the system of the post for this purpose an important public necessity, and was one of the chief causes which led to the construction of the level and solid highways which are today the envy and admiration of other governments. Although personal letters were frequently so sent, yet there was in the Roman Empire at that date nothing like our present postoffice or public post.

The first introduction of this great convenience belongs to modern times and is said to have been organized by Charlemagne, who instituted a regular post in his dominions for both letters and small parcels. After his death the system was gradually abandoned. In England during the Thirteenth Century a somewhat similar arrangement was made for the same purpose. In 1464 Louis XI. stationed posts four miles apart over certain routes in France for the transmission of government dispatches; but as yet nothing seemed to meet the public need as a postoffice system, and even as late as the Fifteenth Century the chief dependence for distribution of private letters in England was the butchers and drovers, who periodically wandered through the country in search of stock for the markets. The first arrangement made in Europe worthy the name of public post was instituted in 1516, by Roger, Count of Thurn, who established in Tyrol a post by which letters were transmitted regularly between Germany and Italy. The relations between these two countries were very intimate at this time and the profits of this enterprise were so large that they formed an important part of the royal revenue. It remained in the hands of Count Roger until the fall of the German Empire and in a measure this private monopoly of the public post was held long afterward as a family possession by the descendants of its originator. In 1524 the French post first carried other letters than those written by the king or nobility. In England James I. established the first post which ran regularly between London and Edinburgh, the capitals of England and Scotland. The speed with which they traveled may be estimated from the fact that it required six days to go and return. In 1644 the first weekly post

was established from London to all parts of England.

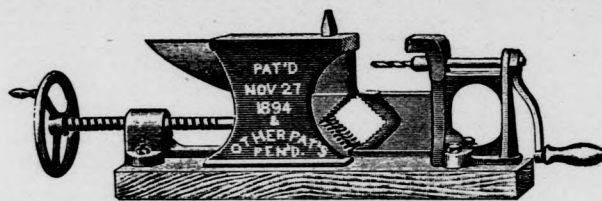
In 1784 the rapidity of the dissemination of mails was greatly increased by swift mail coaches, and their average rate of ten miles an hour was considered wonderful. Before this time the mails had been carried on horseback, and entrusted to boys, and frequent robberies of mails were the consequence. To avoid losses of money people generally cut bank bills, or "bills at sight," in two, sending the parts by different mails. In France previous to 1791 the operation of the post was farmed out to the highest bidder, but in that year the government took its management and organized the present system.

In the colonial history of the United States the first post was projected in 1692, but did not go into operation until 1710. The thinly-settled condition of the country and the distance which separated the scattered towns along the coast prevented the speedy growth of the postoffice. In 1753 Benjamin Franklin was appointed by the English government postmaster-general of the colonies and in 1760 astonished the people by proposing to run a mail coach from Boston to Philadelphia each week, starting one from each place. In 1789 the control of the postoffice was given by the Constitution to Congress, who thus have the regulation of this important branch of the public service.

In 1790 there were only seventy-five postoffices in the whole country, and up to 1816 the rates of postage were as follows: For any distance under forty miles 8 cents; under ninety miles 10 cents; under 150 miles 12½ cents. In 1816 a considerable change was made, placing the rate for distances under thirty miles at 6¼ cents, under eighty miles 10 cents and over 400 miles 25c. These rates were quadrupled upon letters which weighed an ounce. Under these rates of postage up to 1837 the expenses of the postoffice were greater than the receipts, leaving a deficit every year to be made up from the public Treasury. The rates of postage have since from time to time been further reduced until the present uniform rates are established within our boundaries without regard to distance.

The value and importance of the post office as a disseminator of intelligence and its worth in stimulating the activity of the social and industrial life of the nation are fully recognized by the public; but not as fully by the department itself. The tendency of official personages to consider, in all questions of public administration, that they are conferring a tremendous favor upon the public by the performance of the duties of their office, and that the public has no further rights than they may graciously grant, has been shown chiefly in the decisions made by the department upon various matters where the wording of the acts of Congress has been, as is too frequently the case, too ambiguous in part. We refer to the act whereby authors' manuscript was transmitted through the mails at the rates of printed matter for a considerable length of time. This privilege, which was no appreciable loss to the postoffice department, was of considerable value to the writers of the country, who, as a rule, are not over-rich, and to the general public, in so far as it aided the intellectual life of the country, it was a matter of very considerable importance. This right, however, having been questioned, the department decided against it, showing by the spirit of the decision

The Little Wonder



Combined Anvil, Vise, Drill and Pipe Clamp

Two sizes--50 and 75 pounds

State, County and Township rights for sale. Good agents wanted. This machine is designed expressly for farmers and general mechanics and is indispensable. Correspondence invited.

Geo. H. Blackmar,

535 Michigan Trust Bldg,

Grand Rapids, Mich.

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Is a building crown, therefore crown it well. We are manufacturers of as good roofing as can be made and solicit a share of this trade. Buy your roofing from first hands.

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Grand Rapids, Michigan

Detroit, Michigan

WORLD'S BEST

S.C.W.

50. 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.

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.

that the receipts of the postoffice were, in its opinion, a more important matter to be considered than the interest of the public. The only wonder of the writer is that the decision was not made retroactive and the ambiguous balance due the department collected! Although ambiguous in part, the act in question plainly indicated that the intention of Congress was to give the authors this right, since its importance for its effect upon the activity of the country's literature was evidently the chief motive for its passage. The writer well remembers that from 1830 to '40 what was known as "through mails" were carried in the State of New York by the four to six horse coaches, which ran day and night, averaging ten to twelve miles an hour, with a relay of horses every six hours. These coaches also carried from six to ten passengers. What are now known as star route mails were then of light weight—few newspapers being carried at all—and generally carried on horseback; and when nearing a post-office the rider announced his coming by lustily blowing an ordinary tin dinner horn.

Frank A. Howig.

Origin of Useless Buttons.

An American, so the story goes, was once questioning a Chinaman as to the reason for many of the customs which seem absurd to us. At length, after long endurance, the Chinaman replied:

"And, now, my dear sir, I would like to ask you a question which has puzzled me greatly. Will you kindly tell me why Americans and Europeans wear two useless buttons on the backs of the coats?"

Unable to answer, the American raised the question at home. Investigators set to work, and what do you think they discovered? Long ago, when every gentleman wore a sword and had to hang it from a belt, these two buttons held the belt to the coat. Years passed; men, becoming more civilized, left the sword to soldiers' use; the belt went out of fashion—for men are as particular about fashion as women, but the two buttons were left to this very day.

Business Truths.

Let some other fellow sell the goods on which there is no profit. Then watch his finish.

Get yourself talked about. So long as you do nothing dishonorable, you'll make money by it.

Never mind how your competitors talk about you. The vital question should be: "What do my creditors say?"

Don't claim as your own the ideas or suggestions of business associates and employees. "Honor to whom honor is due" is a mighty good motto for any man.

Two of the principal causes of business failures are want of capital and lack of brains. The latter qualification is the more essential. A man of brains can succeed without capital, but it is utterly impossible for a man, even with unlimited means at his disposal, to succeed without brains.

Fined For Having Coloring Matter in His Butter.

A grocer in one of the country towns was induced to buy from a son of Italy a wonderful goat, and because of the nationality of the man from whom he bought the animal, the grocer named the goat "Dago."

"Dago" had a voracious appetite and the grocer was hardly able to satisfy it. One day he found "Dago" dining on a carton of ball bluing. This had no especial effect upon the goat, but upon the following day the pure food officer called and fined the grocer \$50 for having coloring matter in his "butter."

Many concerns that fail have a good income which is ruined by numerous unhealthy leaks.

Everyday Lies.

"No trouble to show goods."

This silly lie has appeared in more than 40,000,000 advertisements, and is a most ridiculous statement. Anybody with an ounce of brains knows better. It is trouble and expense and bother to show goods, and if no purchases were expected, no goods would be shown. We have never known a case where a store was opened simply to show goods. Advertisers should leave that old stereotyped lie out of their announcements, and substitute some fresh lie in its place, if they have determined that they must lie.

"Money cheerfully refunded."

This is another infernally ridiculous lie, more absurd, if possible, than the first one mentioned above. Merchants may under certain circumstances refund money and take back goods, but that they can or do do it cheerfully is a false statement. After they have been to all the trouble to sell an article and deliver it, they expect that transaction is closed, and to have to go to the still further trouble of taking it back, giving up the money paid for it, and losing the profit they have made, and having instead to stand an actual loss, to cater to the whims of some silly woman, or crank of a man, is not calculated to inspire feelings of cheerfulness in any merchant on earth. If you want to get a reputation for veracity, leave the "cheerfully" out, and simply say, "money refunded if requested."

Evolution in Advertising.

The law of evolution is as immutable in advertising as in things physical. Conditions are constantly changing, and the advertiser not in touch with these changing conditions rapidly drops to the rear.

It is not so very long ago when the search was for "schemes"—to-day the scheme falls flat, the people have been surfeited. The same is true of the sensational form of advertising. Life is becoming too practical for the dodger and sensationalist. People want facts. It is the practical age. Life has too many immediate demands to waste the time with barren investigation. The day of the plagiarist is ended in advertising as in literature. The successful advertising of to-day is business, pure and simple, and it requires business experience to construct business advertisements.

The Commonest Cause of Broken Windows.

The breaking of windows is due to many causes, one of the most familiar of which, for instance, is found in the accidental throwing of balls against them in play. But a glazier said he thought that perhaps the most common cause of broken windows would be found in the settling of houses, with the result not of smashing the glass out, as would often happen if something were thrown against it, but of cracking it. This would, however, amount to the same thing, a broken window.

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.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

ALABASTINE

TO THE TRADE:

Now is the season of the year when Alabastine is largely used on school houses, churches, and other public buildings. Dealers can effect large sales by advising the Alabastine Company of any such work to be done in their locality, and thereby secure our co-operation in getting Alabastine specified and used.

For parties using Alabastine, we send color suggestions and render valuable assistance in getting best results with least possible outlay, with this beautiful, durable and sanitary coating.

Alabastine makes best possible priming or first coat on outside, if covered with oil paint.

Write for special directions.

Alabastine 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

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.

Place your Business on a Cash Basis

By abandoning the time-cursed credit system with its losses and annoyance, and substituting therefor the COUPON BOOK SYSTEM. Among the manifest advantages of the coupon book plan are the following:

- No Chance for Misunderstanding.
- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of time.

We are glad at any time to send a line of sample books to any one applying for them.

Tradesman Company,
Grand Rapids.

AWAKENING A GIANT.

There is in this trouble with China the suggestion of a future that may come to disturb the peace of the world and the security of Europe far more terrible in its developments than any that are contemplated now from any possible action by the Chinese.

Suppose that without breaking the huge empire into pieces small enough to be handled by new masters from Europe and America, the powers shall only succeed in restoring order, but with large "spheres of influence" allotted to them in which they may be able to introduce the appliances of our modern civilization? Contemplate a China, quickened by our methods of development, with the enginery and weapons of European power and the skill in the use of them now possessed in what we call the newer portions of the world. Let the means of communication between the different provinces of the empire be multiplied to the extent that we find in Europe or America, while the manhood of the people has taken on a new strength and a new pride.

It is not difficult to imagine a great National movement or uprising under such conditions that would not only tax the energies of the Christian world to put down, but that might prove powerful enough to become aggressive beyond the confines of the Chinese empire and threaten the stability of all other political establishments in Asia and on the borders of Europe and in the islands of the Pacific.

In a word, it is possible to teach China too much and arouse her to an appreciation of the giant strength of a nation of 400,000,000 people armed with those weapons of modern times which put all men of skill and determination on a battlefield on an equal footing.

The Chinese are not naturally cowardly. They have in Mongolia and Manchuria millions of people out of whom the best soldiers could be made. Many of their tribes are robust and fierce and would only need a little discipline and experience to become the most formidable of opponents. There is an apparent cowardice and want of spirit among them now, because they have been debased by their peculiar civilization and their long want of practice in war. Any nation through centuries of misrule and the disuse of the arts of war can be reduced to a condition of effeminacy. But the spark of manhood remains and can be cultivated again into life and energy and self-assertion.

Students of history will recall the terror inspired in Europe in the earlier centuries of the Christian era, when the waves of barbarism from far Cathay beat against and drove back the outposts of civilization. The Asiatics fought fiercely then, although as now they lacked those improved weapons and munitions of war which Europe had. It will be interesting, therefore, for the student of history again to speculate on the "yellow terror" and contemplate the potency and danger of a new Asia with modern weapons in its hand and the acquired skill of the Europeans in their use.

DANGER IN THE EAST.

It has suddenly dawned upon the Western powers that China is a fighting force to be reckoned with. It is true that the ancient empire is not progressive like Japan, but it has commenced to learn something of the military art, and, with an unlimited supply of men, this acquired knowledge makes a hitherto

despised force loom up as a distinct menace.

According to the latest accounts, the Chinese attacking Tien-Tsin are not a mere rabble led by the Boxers, but the regular Chinese troops forming part of the force that European officers have been carefully training ever since the close of the war with Japan. The lessons in the military art learned from foreign officers are now being put in practice, with rather disastrous results.

It has always been known that the Chinese were brave enough, lacking only capable leaders with sufficient knowledge of modern military tactics to bring into play the forces at their command. A truly capable man could with very little exertion convert the latent military strength of China into a terrible weapon which the powers of Europe could not afford to despise.

The recent defense of the Taku forts was decidedly more spirited than the foreign naval officers expected, and the bombardment of Tien-Tsin is demonstrating that the Chinese have well learned the lessons of their foreign officers, as they are effectively killing off the garrison, and will no doubt annihilate it if succor is long delayed.

Instead, therefore, of training the Chinese to a knowledge of modern military tactics, the European powers should forbid their regular officers and subjects generally from taking service under the Chinese government. The training of the Chinese to a knowledge of military tactics merely makes them more formidable, without modernizing them in any other way, and, as is now being demonstrated, is placing in their hands a formidable weapon to be used against the citizens and subjects of the very powers which have furnished officers to train Chinese troops and sold them vast amounts of military stores and modern weapons. Should the Chinese ever become fully aroused to a knowledge of their real strength, it would be bad for Western civilization.

The Value of a Wife's Work.

A wedded pair began life with small means, but by years of industry and frugality on the part of both, they accumulated a property worth \$2,500, when the husband died without a will and leaving no children. His brothers were his legal heirs, and tried to defraud the widow of the use of even one-third of the estate, which was all allowed by law to widows. They found a defect in the issuance of the marriage license, instituted a suit for the whole estate, and claimed therefore that the widow had not been a legal wife. She entered no defense and permitted them to win. Then she brought a suit against the estate for the value of her services during the years she had lived as wife, for an amount somewhat larger than the estate; and the court allowed her claim.

Impure Formalin Condemned.

The Board of Health of Chicago have been after the dealers who have been selling milk preserved with so-called formalin. Several deaths have resulted, and its use for that purpose has been prohibited. Pure formalin, while not recommended for that purpose, is not considered dangerous in the very minute proportions required for preserving milk. The difficulty in this case seems to have been from the improper and too free use of impure formaldehyde solutions, sold at reduced rates.

Two Points of View.

He—"Your eyes remind me of a bottle of champagne."
She—"And why, pray?"
He—"Because they sparkle so."
She—"Well, you remind me of the empty bottle."
He—"How so?"
She—"You don't pop."

A Safety Cork.

This is an invention with an anchor attached, which, in preventing withdrawal to a distance from the bottle, gives warning, as does also the click of the anchor within the bottle. This device should prevent self-poisoning by those who take medicines in the dark and by those who are blind, but it will scarcely save the deaf, particularly if they happen to be dumb at the same time.

The Obsolete Poultice.

Prof. Blufal says: Discard the old and dirty poultice, a remnant of somber ages. Absorbent cotton gauze, soaked in hot water and covered with protective, is clean, will remain warm just as long, is more easily prepared, and more pleasant to the patient.

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—SMALL NEW STOCK LADIES' furnishings, dry goods and notions, mostly staples. Address Alberta Ford, Smyrna, Iowa Co., Mich. 420

FOR SALE—GROCERY STOCK AND FIXTURES, inventorying about \$800. Store enjoying lucrative patronage in prosperous portion of West Side; rent low. Address No. 418, care Michigan Tradesman. 418

FOR SALE—SMALL GENERAL STOCK in good farming country, six miles from any other store; stock invoices about \$800. Demands call for increase of stock; good trade, well established; postoffice in connection, which pays about \$75 per year; to one wishing to engage in general trade there is no better opening. Amos Packer, Bloomfield, Mich. 406

FOR CASH—\$1,000 STOCK OF LADIES' furnishings, embroideries, school supplies, toilet fancy articles, toys, etc., for \$400 cash. Owner leaving town. Box 676, Shelby, Mich. 412

FOR SALE—A GOOD RETAIL SHOE BUSINESS; good reasons for selling; no trade. Address B., care Carrier 7, Bay City, Mich. 410

FOR SALE—R. B. SHANK & CO.'S BUSINESS. Three first-class grocery stores, centrally located in the city of Lansing; one main store; capital invested, \$18,000; sales, \$120,000; two branch stores, capital each, \$2,000; sales each, \$25,000; all doing a strictly cash business; will sell all together or separately. Must be sold on account of the death of R. B. Shank. 408

FOR SALE—STORE BUILDING, THE BEST in town, centrally located. Now occupied with large general stock. Will sell stock and store building together or separately or trade for lumber yard. Address No. 407, care Michigan Tradesman. 407

FOR SALE—STOCK OF CLOTHING, MEN'S furnishing goods, hats, caps, etc., invoicing about \$4,500, at 75 cents on dollar, cash; no trades; will rent half of two-story double store brick building (each store 20x30) with living rooms above, if desired, for \$25 per month, including fixtures, fuel and electric light. Owner wishes to devote his entire attention to shoe business. Address No. 415, care Michigan Tradesman. 415

FOR SALE—STOCK OF BOOTS, SHOES, rubber goods, gloves, hosiery and groceries; a good bargain for some one with cash; no trades. Write H. W. Clark, Portland, Mich. 416

FOR SALE—FIRST-CLASS, UP-TO-DATE stock of millinery and fixtures; good location and best of trade; poor health our reason for selling. Address Lock Box 157, Fenton, Mich. 414

FOR RENT—OLD DRUG STAND, WITH fixtures. Address Mueller & Slack Co., Grand Rapids, Mich. 413

FOR SALE CHEAP FOR CASH—SODA fountain in good condition. Cost \$300. Will sell for \$100 cash. Box 676, Shelby, Mich. 411

SHOE STORE FOR SALE—SPLENDID OP-portunity for live shoe man to purchase old-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

GOOD DRUG STOCK NEAR MUSKOGON for sale or trade. Write quick. R. E. Hardy, 294 Concord Ave., Detroit. 391

DRUG STORE FOR SALE—THE UNION Pharmacy, Muskegon (brand of Fred Brundage); doing a fine cash business, gaining steadily; good cigar, soda and transient trade; no other drug store in vicinity; no cut rates; rent low; stock invoices about \$2,500; no real estate wanted; reason for selling, main store requires entire attention. Fred Brundage, Muskegon, Mich. 387

FOR SALE OR EXCHANGE FOR GEN-eral 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 fine 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 18, Grand Rapids, Mich. 363

FOR SALE—AN UP-TO-DATE HARDWARE stock invoicing \$4,500. J. C. Comstock, Thorntown, Ind. 384

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 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, 275x100 feet. Steam heat and artesian water. For further particulars call on or address Peter Wurzburg, Traverse City, Mich. 380

STORE TO RENT IN CADILLAC; CEN-trally located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

FOR RENT—DOUBLE STORE, EITHER whole or half of it, 40x55; 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—\$3,000 GENERAL stock of hardware, farm implements, wagons, buggies, cutters, harnesses, in good town and good farming country. Reason for selling other business. Address No. 320, care Michigan Tradesman. 320

FOR SALE—GENERAL STOCK, LOCATED at good country trading point. Stock and fixtures will inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE—FLOUR AND FEED MILL—full roller process—in a splendid location. Great bargain, easy terms. Address No. 227, care Michigan Tradesman. 227

FOR SALE CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—POSITION BY A SCANDINA-vian druggist; speaks Swedish and Finnish languages; state salary; Upper Peninsula preferred. Address K., care Michigan Tradesman. 419

WANTED—REGISTERED PHARMACIST at once, to take second place in good store; chance for advancement to active man; position permanent. Apply to F., Superior Street Drug Store, Marquette, Mich. 417

WANTED—POSITION AS CLERK IN general, dry goods or shoe store. Have had thirteen years' experience and can furnish the very best of references. Am strictly temperate. Bert Fairchild, Hastings, Mich. 409

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

WANTED—SITUATION IN STORE OR OF-fice 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. 398

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

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

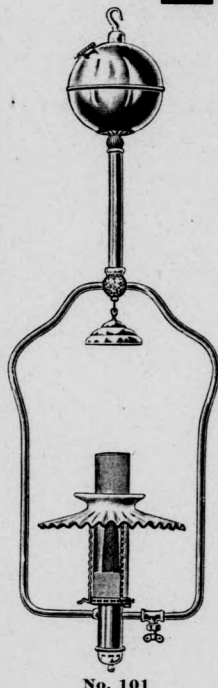
Knights of the Loyal Guard

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



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

Pt. Huron Merchants' and Manufacturers' Association
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Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. V. 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, 4:00a *7:10a 12:05p *4:30p *11:55p
Ar. Chicago, 9:00a 1:30p 5:00p 10:50p *7:05a
Lv. Chicago, 7:30p 6:45a 12:00m 4:50p *11:50p
Ar. G. Rapids, 12:30a 1:25p 5:00p 10:40p *6:20a

Milwaukee Via Ottawa Beach.

Lv. G. and Rapids, every day.....10:10pm
Ar. Milwaukee.....6:30am
Lv. Milwaukee.....9:30pm
Ar. Grand Rapids, every day.....6:55am

Traverse City and Petoskey.

Lv. Grand Rapids 12:40a 7:55a 1:55p 5:30p
Ar. Traverse City 4:55a 1:15p 6:10p 10:45p
Ar. Petoskey 6:25a 4:10p 9:00p

Trains arrive from north at 3:45am, 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.

Lv. Grand Rapids.....7:55am 1:55pm 5:30pm
Ar. Ludington.....12:05pm 5:20pm 9:25pm
Ar. Manistee.....12:28pm 5:50pm 9:55pm

Detroit and Toledo Trains.

Lv. Grand Rapids * 7:10am 12:05pm 5:30pm
Ar. Detroit.....11:40am 4:05pm 10:05pm
Ar. Toledo.....12:35pm 11:55am 4:15pm
Lv. Toledo.....7:20am 11:55am 4:15pm
Lv. Detroit.....8:40am 1:10pm * 5:15pm
Ar. Grand Rapids.....1:30pm 5:10pm 10:00pm

Saginaw and Bay City Trains.

Lv. Grand Rapids.....7:00am 5:20pm
Ar. Saginaw.....11:50am 10:12pm
Ar. Bay City.....12:20pm 10:46pm
Ar. from Bay City & Saginaw, 11:50am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.
Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on day trains; sleepers on night trains.
*Every day. Others week days only.

June 17, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway

June 18, 1900.

Northern Division.		Going North	From North
Trav. City, Petoskey, Mack.	* 4:05am	* 9:30pm	
Trav. City, Petoskey, Mack.	* 7:45am	* 5:15pm	
Trav. City, Petoskey, Mack.	* 2:00pm	* 12:20pm	
Cadillac Accommodation	* 5:35pm	* 10:45am	
Petoskey & Mackinaw City	* 11:00pm	* 6:00am	
7:45am and 2:00pm trains, parlor cars; 11:00pm train, sleeping car.			

Southern Division		Going South	From South
Kalamazoo, Ft. Wayne Clin.	* 7:10am	* 9:40pm	
Kalamazoo and Ft. Wayne.	* 1:50pm	* 1:50pm	
Kalamazoo, Ft. Wayne Clin.	* 9:45pm	* 10:15pm	
Kalamazoo and Vicksburg.	* 12:30pm	* 3:55am	
Kalamazoo	* 6:00pm	* 7:00am	
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 35am *1 53pm *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
Ar. Manistee.....	12 05pm
Lv. Manistee.....	8 40am 3 55pm
Ar. Grand Rapids.....	2 40pm 10 00pm

50 Cents
Muskegon
Sunday
G. R. & I.

Train leaves Union Station at 9:15 a. m.
Returning, leaves Muskegon, 5:30 p. m.
50 cents round trip.

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

TRADESMAN

ITEMIZED LEDGERS

SIZE—8 1-2 x 14.

THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,800
invoices.....\$2 00

Tradesman Company

Grand Rapids, Mich.



How About Fruit Jars?

Prices are on the jump and an abundant fruit crop promises an unusually brisk demand. Be wise and buy now if you haven't bought yet. We quote:

Machine Made with "Aluminum" Caps

Pints	Quarts	2 Quarts
\$5.40	\$5.65	\$8.15 gross

Machine Made with "Boyd" Caps

Pints	Quarts	2 Quarts
\$5.50	\$5.75	\$8.25 gross

Porcelain lined Caps and Rubbers, per gross.....\$2.75
Common Rubbers, per pound......25
Best Rubbers, per pound......35
Old Style Pint Rubbers......35

Victor Jars

Machine made with glass covers. The best and 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.



Tanglefoot Sealed Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

AMERICAN JEWELRY CO.

Manufacturers and Jobbers

JEWELRY AND NOVELTIES

Showing complete lines of Broaches, Buckles, Beauty Pins, Shirt Waist Sets, Pulley Buckles, Scarf Pins, Hat Pins, Links, Collar Buttons, Studs, Empire Back, Pompadour, Plain and Jeweled Combs, Hair Ornaments, etc

Wholesale Only.

45 AND 46 TOWER BLOCK,

GRAND RAPIDS, MICH.

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's, 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.

"Princess" Mirrors

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."

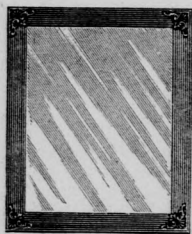
We carry the following regular sizes in stock:

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	

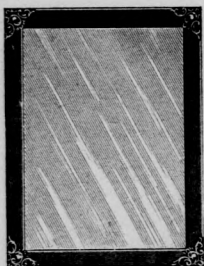
Price of this assortment, \$11.67 net.



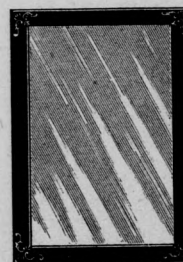
8 X 10



10 X 14



9 X 12



8 X 12

IMPORTERS **KINNEY & LEVAN** JOBBERS

CLEVELAND, OHIO

CROCKERY, GLASSWARE, LAMPS, HOUSE FURNISHING GOODS