

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JULY 4, 1900.

Number 876

Decorated English Porcelain 100-Piece Dinner Sets

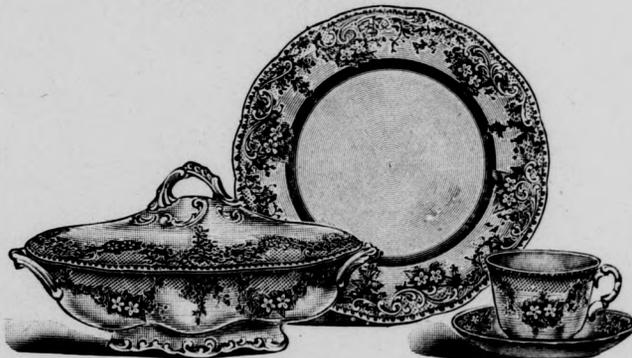
Manufactured by a reliable English Potter. A handsome border design printed under the glaze in Flown Blue, Olive Green and Light Blue, on a new shape. *Priced at less than cost of importation to-day.*

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..... **\$101.50**

Offer No. 2

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

Offer No. 3

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

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

MAKING LOTS OF NOISE

But it's not all thunder. We have got the goods the people want, they are clamoring for—the goods the dealer must have.

ROYAL TIGER 10C

TIGERETTES 5C

A SMOKER'S SMOKE

Are the cigars that have taken the country by storm—that please everybody—the business builders. Have you got 'em?

PHELPS. BRACE & CO.

F. E. BUSHMAN, Manager

The Largest Cigar Dealers in the Middle West

DETROIT, MICH.

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.

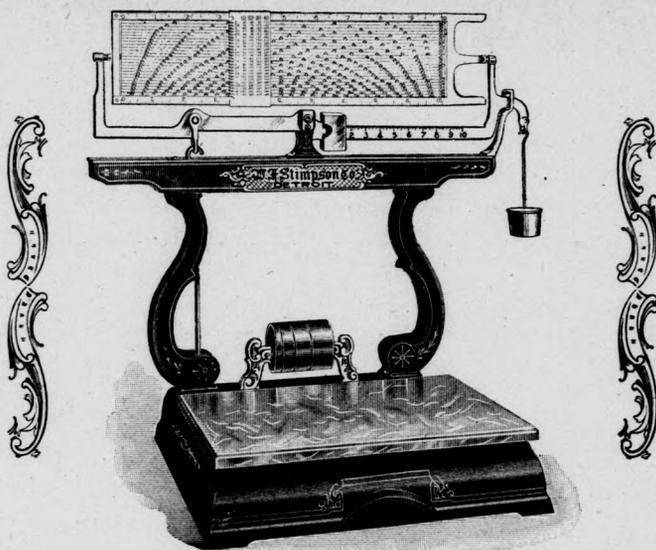
From a hygienic point of view the value of Egg Baking Powder cannot be over-estimated, because it is prepared from phosphates, the health-sustaining principles of wheat, and the leavening element of eggs, which increase the nutritive value of food while rendering it more easy of digestion.

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.

Scale Perfection



Do you want it? Our book of testimonials, or one look at the scales, will prove to you that there are none equal to

The Stimpson Computing Grocers' Scales

No guess work in this. The move of one poise, which registers both weight and money value, is a winner everywhere.

Easy monthly terms put them within reach of all.

THE W. F. STIMPSON CO., Detroit, Mich.

"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.

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.

Cadillac } Fine Cut and Plug
THE BEST.
Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent
Factory)
AGAINST THE TRUST. See quotations in Price Current.

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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JULY 4, 1900.

Number 876

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.

Commercial Credit
Private Credit Advances
Collections and Commercial Litigation
OF MICHIGAN
GRAND RAPIDS
AND DETROIT, MICH.

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 stately 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 17 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.

Perfection Time Book and Pay Roll

Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. No running around after change. Send for Sample Sheet.

Barlow Bros.

Grand Rapids, Mich.

Tradesman Coupons

IMPORTANT FEATURES.

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 32. The Buffalo Market.

SHAKING HANDS.

American politicians have well nigh ruined handshaking, as they ruin all acts and ceremonies robbed of sincerity. The candidate makes a handshaking tour and makes it his business to shake the hand of everybody in his district who may cast a vote, and the hand of every woman and child dear to the voter. There is no heart in this shaking—just a little perspiration and taffy. On the other hand the American citizen wants to shake the hands of great men. Before Dewey foolishly enough to declare he would be President, or Vice-President, or any old thing the people would give him after they had crowned him king of heroes and placed him first in honor and affection, citizens of the United States would go miles to shake his hand. Intelligent men rushed to shake hands with Hobson until women weakened his popularity with kisses; then he was given the social shake. The President of the nation is always a victim of handshaking. Not because the people personally love him, but because he is President. Of course, when he receives at the White House, every jay who visits Washington thinks he must shake the President's hand, and the poor man, expecting or not expecting a second term, must stand and shake while the curious come and make a pump-handle of his right arm. O, the palms he must feel! Those that have the itch for office; those that are moist and clammy; those that have entered and left soap behind; those that grasp with blacksmith strength; those that coldly grip like ice-trust tongs. The public man must shake and be shaken. There is no style about handshaking, any more than there is about handling vegetables in a market or passing bricks to the man with mortar who is building a party wall. Society has often attempted to regulate handshaking, without any uniform success. The old dude with a shake as weak as a milkshake would press his lips to the fingers of the fair lady who offered her hand. She might be an Abigail at a masquerade ball, but there was a smack of royalty in touching the lips to hands for which any style of shake was

good enough, and for a minute it pleased. In the long ago some one said: "I love a hand that meets my own with a grasp that causes some sensation." But sensations must not be in society. At present the fashion of the handshake is the subject of much study in Paris, particularly for women. The Petit Guide de Savoir Vivre says:

This ceremony comprises three movements, although executed in one time: First, separate the right elbow entirely from the body; second, bend the forearm sufficiently to raise the hand to the level of the elbow; third, at the moment that the hands touch slightly elevate the right shoulder, accompanying the movement by a delicate undulation of the body, the least hint of a shadow of a suspicion of a reverence. This reverence, so delicately suggested, is a work of art in itself. It also has three movements in one time: First, put the left foot a step behind the right, bending the knee and slightly stooping; second, draw the right foot in line with the other and slightly incline the body; third, straighten one's self gracefully from the backward position.

The rules are enough to make honest people sick, and willing to salute by bowing at long range!

Red, white and blue, although, the colors of the union jack, were not used generally in England as marks of patriotism before the queen's diamond jubilee three years ago. The old colors were red and white, and the innovation is said to be due to some dealer's importing a large stock of French decorations left over from the French national fetes. Englishmen are cheering the three colors now, however, as vigorously as though they were Americans or Frenchmen.

The University of Rochester, New York, has decided to admit women to its course upon the same terms and conditions as men provided a fund of \$50,000 is raised by the friends of co-education. As four-fifths of this sum is now in hand, there seems little doubt that women will be numbered among the students at Rochester University next September.

What with petroleum deposits known to exist in almost every county of California, the discovery of new fields in Pennsylvania, the continued growth of the Russian fields, the recent activity in Japanese fields, and the discovery of petroleum in Algiers and Egypt, the fear of petroleum exhaustion appears to lack foundation.

China could lose five or ten millions of men in battle without ever missing them at home. It would bother England to get a tenth of that many recruits from Ireland, Scotland or Canada.

Bags to pound ice in have been invented. They should be tried on the members of the ice trust.

A beam kept too long is bound to spoil. It is a dead one before the time comes to let it pop.

Pigtails will fly in China when the Boxers get their cue.

THE TROUBLE IN CHINA.

While general sympathy is felt for the victims of mob violence in China, and there is a universal hope that the powers will teach the Chinese such a lesson that the lives of foreigners residing in that part of the world will be safer for the future, there are a few people who are disposed to be lenient with the Celestials and to hold that they are more sinned against than sinning.

As it is the missionaries who mainly suffer from such outbreaks in China as the one now in progress, the natural inference is that it is dislike for the Christian religion that is at the bottom of anti-foreign riots in China. People who know the Chinese state that intolerance is scarcely the real cause of attacks upon foreigners. In many cases missionaries have been over-zealous, carrying their work into matters far removed from religion, with the result that they have incurred the enmity of the Chinese. Chinese converts are accorded immunity from persecution by treaty with the powers. It sometimes happens that so-called converts appeal for protection to the missionaries against persons said to be persecuting them because of their new faith, whereas the real motive is to escape the payment of just debts or punishment for some rascality. Of course, such interference with their civil laws exasperates the Chinese, who are misled into judging all foreigners by the conduct of the few who come in contact with them.

In the case of the present uprising, the trouble is due to something more important than the indiscreet zeal of a few missionaries. The Chinese have seen Russia, France and Germany, and even Italy, endeavoring to seize portions of their territory. The Chinese fear, and with reason, that there are conspiracies hatching among the powers looking to the complete dismemberment of the empire. It is but natural, under such circumstances, that the Chinese should feel incensed against foreigners, and, having made up their minds that their country was threatened, they have determined to drive all foreigners out of it.

Of course, the Chinese, being semi-barbarous, resort to methods that would not be tolerated in a civilized country; but, aside from that, what country is there that would not resent foreign interference and spoliation quite as vigorously as the Chinese are doing? While, therefore, it is proper that the powers should resort to every means to protect their citizens and subjects, they would act with greater fairness if they assured the government of China that the dismemberment of the empire was not intended.

There are any quantity of honest men in the country; but they are not invariably nominated and elected to office

On account of July 4 occurring on Wednesday, the Tradesman is issued one day ahead of time this week.

Sailor hats are still in vogue among the ladies. There are enough of them worn to man a navy.

Getting the People

Some Good Advertising and Some Not So Good.

J. E. Lee & Co. have produced an attractive looking advertisement, and if it had contained a little further description of the Oxfords they are selling, or, better still, of one style, it would have made the advertisement beyond criticism. As it is there is a certain vagueness about it that weakens it considerably.

* * *

J. W. Milliken's advertisements are always attractive. He uses distinctive type, plenty of white space and an attractive border. The reading matter is brief, but always to the point, and the general run of his advertising is consistently and continuously good. The specimen reproduced is a good example of his style and well worthy of praise.

* * *

M. M. Brackney, of Big Rapids, sends the advertisement of Queen Quality shoes for criticism. So far as the wording is concerned I have nothing to say, but the display is exceedingly poor—no less than four styles of type being used in the five display lines and three other styles in the body of the advertisement. With a little more attention on the part of the compositor, Mr. Brackney's advertisement would have been excellent.

* * *

Walter E. Nelson & Co. have donated five inches, double column, to the good cause; that is, they have made a present of ten inches of space to their newspaper. It is impossible to find out from their advertisement what they are selling or any reason why the reader should buy his goods of Walter E. Nelson & Co. The advertisement is a failure from an advertising standpoint, and as a humorous effort it is not nearly so funny as many other things I have read. All of which goes to show, to quote Nelson & Co., "It is amusing what queer things people will do."

* * *

The Kalamazoo Valley Electric Co. has inserted a hidden name puzzle in the papers. Apparently no reward is offered for its solution. It is absolutely impossible to tell whether the Kalamazoo Valley Electric Co. is selling American flags or electricity or something else. The first portion of the advertisement would lead to the former conclusion, while the signature would imply that it is selling electricity or electric supplies, but these are the only clues the reader has on which to base his deductions. In the space occupied—five inches single column—the Kalamazoo Valley Electric Co. could have described the "special," which it mentions casually in the last sentence, and could have given the price of it. Certainly this would have done more good than any ranting about the American flag such as it has indulged in in the advertisement reproduced herewith.

* * *

Van's Bakery has produced an advertisement which is almost good. It would have been thoroughly good if, instead of changing the subject to cake, the writer had mentioned some of the different prices on chocolate bonbons. The signature is set up in a style of type that never should have been invented in the first place and never should have been allowed in a newspaper office in the second place. Attention to these two matters would help the advertisement a great deal.

F. H. Crooks & Co. and Renkes & Walldorff have produced two advertisements which are in exceedingly bad taste. The advertisements were evidently written by men who had no knowledge of women in general and mothers in particular. It is the mother who buys the milk, and the baby food, and the baby carriages, and if the mother has yet been born who likes to hear her baby called a "kid" or a "sucker" I have yet to come across her. Apart from the bad taste shown in these advertisements, the fact that they do not quote prices is another point which is very strongly against them, but even if they did quote prices it would not overcome their objectionableness on the first score.

* * *

Yee Wah, the Chinese laundryman of Buchanan, has apparently become Americanized sufficiently to appreciate the advantages of advertising, and, everything being considered, his advertisement is quite creditable. While it shows a pleasing disregard for the use of periods and commas it makes its points fairly well. Keep it up, Yee!

* * *

J. W. Godfrey has a very attractive advertisement, but there is nothing in it. Why Mr. Godfrey should ask for permission to quote prices is an unsolvable mystery to me. If he would sail in and quote an exceptionally low price on two or three standard articles, he would do more to strengthen his assertion that "he would like to sell books and stationery" than he possibly could by his half-hearted, "Will you let us quote you prices?"

* * *

The City Bakery's advertisement is a typographical nightmare. Owing to the limited amount of space at the compositor's disposal he was unable to use more than eight different styles of type in four inches, which I suppose was a source of great grief to him. I can not understand why the publisher of any paper who desires to give his advertisers value received could permit his compositors to do such work as is shown in this advertisement. The most meagerly-equipped job office can produce fairly good advertising if the compositors are restricted to the use of two or at least three styles of type in each advertisement, and while it may be necessary to use an ax as a means of persuading the "intelligent compositor" that he is not to set up a typographical specimen book, the results fully warrant the necessary expenditure of time and energy. Of all the exchanges which come to my desk probably not one per cent. are making the proper use of type in their advertising columns, and yet the rules governing display are so simple and so logical that it seems extraordinary that more attention is not paid to them.

W. S. Hamburger.

Out of the Ordinary.

"I think we ought to give this wedding a display head on the first page," said the city editor.

"Out of the ordinary, is it?" asked the managing editor.

"Well, I should say it was," answered the city editor. "Why, there was no 'bower of roses,' no 'floral bell,' no 'wide spreading canopy,' no 'blushing bride,' nothing 'beautiful in its simplicity,' no 'solemn strains' to the wedding march, no—"

"Enough!" cried the managing editor. "Double lead it and give it a scare head. It's the only one of the kind."

When the new woman becomes old she looks older than one who has not tried to be new.



Feet Coolers.
What can be more refreshing than to throw off the heavy winter footwear and put on a pair of our
Low Oxfords.
We display the largest assortment in the various styles in all the different leathers.
\$1.50, \$2.00, \$2.50
J. E. LEE, & CO.

Hot Weather Waists--
All of our 25c Shirt Waists for 19c—Broken lots—none over 36 inches in size.

Hot Weather Skirts--
Gross Cloth Dress Skirts, in price from 39c to \$2.75

Hot Weather Parasols--
Are going very rapidly—Come quick before they are all gone.
The place to find these is at
J. W. Milliken's.

Queen Quality Shoes



We have secured the exclusive agency for this famous shoe, which is known throughout the United States and the acknowledged standard of excellence in women's footwear. We want every woman in Big Rapids and vicinity to make their acquaintance. You will like them; they are an advanced idea in shoe making. We desired the
Best Shoe made to Sell at \$3.00
To find it we carefully inspected every line and found
QUEEN QUALITY
To be far the best, and so we took the agency.
It's the Sole Agency. The shoe wanted to come here. The best shoe wants the best store and the best store wants the best shoes.
Boots \$3.00 Oxfords \$2.50 **M. M. BRACKNEY.** The conditions are 108 Mich. Ave. Fairman Block.

Laundry.
Yee Wah the Chinese laundryman has moved his laundry from the front of his shop, where he has good light, and has been prepared from ever to do good work, and solicit the patronage of the people of Buchanan, and if he should have a fire, he will pay all damages.
YEE WAH.

We'd like to Sell you Books and Stationery!



J. W. Godfrey, Books and Stationery.

QUEER PEOPLE.

It's amusing what queer things people will do. Of course it is queer people who do queer things. Sensible people generally do sensible things. Now there's the small boy—he's a queer creature, sure enough. He'll cry and bellow like a crane when his mother asks him to bring in a handful of wood, but will break his back working for someone else to earn a quarter to spend the Fourth. We've all been boys ourselves.—barring the ladies—and I know what it is. Some men will walk a mile to get a horse to ride half a mile, and there was the man at the fire, who threw the looking glass out of the fire story window and lugged a heavy bed lick down stairs so as not to hurt it. That is as queer as the chap, who scratched his cigar on the wall and stuck the match in his mouth, and we must omit mentioning the party who insists on joining gasoline in the stove.
A person should always try to do sensible things in a sensible way. You can't do a more sensible thing than to buy your Fourth of July goods at our store. It is sensible to trade where you can save money by five crackers with, or to send to the heathen in China or the Philippines. If you are sensible, you will come to Montague to celebrate. Be sure to make our store your headquarters and meet your friends here. You will be welcome whether you buy or not.

Our Excellent Standard.



The American flag is the best that floats, and our prices and goods the best out. These goods are standards of excellence. They find favor in the world's markets. See our special for this week.

WALTER E. NELSON & CO.

A Procession of Candy



There's a sucker born every minute. We make a specialty of making cake to order and are prepared to supply wedding and reception with the most elaborate pieces and our own. **Van's Bakery.**

Van's Bakery.

KALAMAZOO VALLEY ELECTRIC COMPANY,
111 North Rose Street.

Keep Cool!
By taking some of our Delicious **Ice Cream**
On certain dishes of which we have a large assortment. We are prepared to supply in any quantity or color, hot or cold.
SPECIAL PRICE FOR SOCIALS, ETC.
Fresh Bread, Pies, Cookies, Cake, Etc.
Always on hand. Is our Oatmeal. Like we have a fine assortment of **GRUOGLATER, HOME MADE TAPERS, ETC.**
*** * * FRUITS * * ***
and Fresh Baked Pastry always on hand. We collect a fair share of the public patronage.
CITY BAKERY,
108 Mich. Ave. Fairman Block, Big Rapids, Mich., Mich.

What to Expect When the Bell Controls.
Commenting on the absorption of the independent telephone exchange of Detroit by the Bell Co., and the wretched service now given the telephone users of that city by the Bell exchange, the Detroit Free Press editorially remarks:
It is due all parties in interest to deal frankly with the situation. When Detroit did business with rival companies the service was far better than it now is. Both had their faults, but there was far less profanity and howling than at present. It has come to be that a man's moral character is jeopardized every time he goes to the phone, and even gentle woman frequently manifests a desire to smash things.
There would have been no difficulty, except in the matter of expense, in re-

taining the original service, but corporate love of economy inhibited this concession to the rights of those who are renting something they do not get. They were entitled to the best that could be provided until they got something better, but they have had forced upon them a wretched service, which is infinitely worse than no service at all.
His Suspicions Aroused.
"Papa," said little Perry, "I thought you told us the minister was a vegetarian."
"Yes, he is. He doesn't believe in killing animals for food."
"Well, when he was here to dinner Sunday and asked the blessing he began by saying: 'O Lord, it is meat that we should be thankful for,' didn't he?"

Day With a Jobber.

From the Minneapolis Commercial Bulletin.

A reporter was permitted to spend nearly the entire day in the private office of one of the large Minneapolis jobbers recently, for the purpose of observing and making notes on the daily routine of business with the big merchants of the community. The only stipulation was that the name of the jobber should not be mentioned, for fear that the customers who came and went might take exception to the publicity given to some of them at least. The experience was a novel one in many respects and it brought to light some of the odd requests that are continually being made of the wholesalers and the obstacles that are continually thrown in their way, which makes life as a jobber anything but a bed of roses and shows that as the volume of business increases the difficulties encountered many times increase in proportion. It is apparent from these observations that the successful big men of the business community are those who are diplomats as well as men of keen business judgment and sagacity; that they must understand human nature from the ground up.

When the merchant arrived at his office a few minutes after 8 o'clock, there were probably fifty letters waiting to receive his attention. These were not ordinary letters, by any means; they had already been opened and had been passed upon by the correspondents of the wholesale house, as too important or containing matters too intricate to be passed upon by anyone save the head of the firm.

Mr. A. began his labors by taking care of this mail. The fifty letters disappeared as if by magic under his quick action and keen perception. Half of them went back to the different departments with notations how each should be answered and calling in his stenographer, the head of the firm prepared to dictate answers to the remainder. A good share of these letters read something like this:

"The citizens of this town are about to build a new church (or a lodge hall, or town hall, or some other public improvement), and we haven't quite enough money to complete it. We buy all our goods from your firm and we believe that you ought to help us along with a small donation. This donation will be heartily appreciated. Can you do something for us? We would prefer a cash contribution."

This was one of the mildest of the six letters received that day. Some of them contained threats, intimating that if the wholesale firm did not come up liberally on this occasion, they would get no more business from the firm making the request, while others simply asked that special concessions be made in prices on goods wanted to furnish public halls, etc.

In reply to nearly all these letters the jobber wrote, stating that the request had been received and would be given attention at an early date. These replies were uniformly polite, no matter whether the begging letter contained a threat, an imperative demand for a contribution or was mild in tone.

"Will that end it?" was asked of the jobber.

"By no means," was the reply. "Each of those letters will receive the attention it deserves. We can not afford to ignore them under existing conditions. Undoubtedly we may receive a second letter from some of the firms before we finally decide what we can do in the matter. The account of the retailer making the request will be carefully looked up. If he is a large customer and has traded with us a considerable time we may decide to make a donation, although we consider that it is so much given for charity. The principle, though, is all wrong. If we don't look after these things other jobbers will, and they may secure a trifling advantage over us. Sometimes we think that we will adopt an iron clad rule to make no donations of any sort, because it is so hard to draw the line between those objects which are worthy and those which are not. We pursue a conservative policy all the way through, as do all other jobbers.

If we did not our working capital would soon disappear, and we would be objects of charity ourselves. It is a perplexing problem to know where to draw the line, but we use our best judgment in these matters. Of course we sometimes err, but every such application receives attention."

Before the jobber had gotten through speaking there came a knock at the door and a portly gentleman was ushered into the office. He was greeted enthusiastically by the jobber and after a few casual questions in regard to the state of trade in his locality and how he and his family were getting along, he was drawn into a statement regarding the object of his call. The portly gentleman was well dressed, but he looked nervous and ill at ease and he frequently glanced at the reportorial intruder as if he wished him out of the way. Finally he plunged into the business which brought him there.

"I came in, Mr. A., to see if I could get my account with your firm extended for 60 days," he finally said.

Mr. A. was non-committal in an instant, the keen business man being uppermost.

"It's this way," continued the portly gentleman, "I would have been all right and could have met part of the account when it came due, but a New York traveling man came into our store two months ago and we gave him an order, 60 days. It was a larger order than we had figured it would be and the account came due last week. We supposed if we paid part of it we could get an extension on the rest, as we always have with your firm, but they drew on us for the remainder within a few days and we had to pay it, so it took all our surplus in the bank. We are all right though, our assets are 50 per cent. in excess of our liabilities, but we haven't the ready cash just now and an extension would be quite an accommodation to us."

"What does your account amount to with us?"

The gentleman named the amount.

"Can't you do something in thirty days?"

"I can give you part of it," was the reply.

"Well, do the best you can, and we will extend the entire account ninety days."

The retailer acted as though a great load had been lifted off his mind and was very grateful to the jobber.

"I am a trifle curious to know what you bought and how you bought it," said the jobber as his customer started to leave.

The retailer told the whole story of how he had bought a certain class of goods from an Eastern jobber because the New York price had been lower than the Minneapolis price. He admitted under keen questioning that he had saved nothing by the transaction, when the goods had been delivered, owing to the fact that the freight had been heavier than he had anticipated it would be, and that on top of this he had been obliged to meet the obligation when it came due, and that his request for an extension had been promptly turned down by the Eastern house when he had made it, a draft for the balance being immediately sent to his bank. The traveling man who had sold the goods for the Eastern firm had loaded him with some lines which were not in demand in the Northwest, and these he had not been able to dispose of and did not think he would be able to sell at a profit. Moreover the traveling man had said, when he took the order, that his firm would give just as good terms as any jobber located in the Northwest, and perhaps better.

The incident was a closed one, but after the customer had left the jobber expressed his opinion of such dealers.

"That is a man," he went on, "who started in business five or six years ago. He had little capital and he came to us for credit. We extended it to him and he has always paid us up, but a great many times we have had to grant him extensions. We have been loyal to him always, in prices as well as everything else. When crops were poor and money

was hard to obtain, we permitted him to go over the limit of credit fixed. We have done everything for him that a loyal jobbing house could do for one of its customers and now at the first opportunity he forgets all of that and gives a big order to some jobber that has no other interest in him than getting all he can out of a customer. That is the way with a great many of these merchants. They buy from their home jobbers while they can obtain favors from them, but as soon as the home jobber expects them to reciprocate they are hoodwinked by the soft tongue of some Eastern or outside traveling man.

"If they could save money by patronizing jobbers who are not interested in this section of the country, I would have no objection to their making the experiment, but it has been demonstrated to them time and time again that we can buy cheaper and by shipping in large lots can secure much lower freights than they, so that on the whole we can sell goods here much cheaper than the individual retail buyer can purchase them for in New York and pay the freight. Some retailers never stop to think of this. I doubt not that every line of jobbing business can meet any competition from Chicago or New York on goods laid down here or in the territory which rightfully belongs to us and save the retail buyer anywhere from 10 to 20 per cent.

At this point a woman timidly knocked on the door of the jobber's private office.

"The ladies' aid society of—church is getting up a supper and we are getting up a program. The society asked me to solicit an advertisement from Blank, Blank, Blank & Co., for the program, because my husband is in business and buys goods from you," she said.

"What do you ask for your advertising?" enquired the jobber good naturedly.

"We thought you ought to take that space," said the woman, showing a space occupied by the firm a year ago, "and we are going to ask you \$1.25."

"Well, we will take it," said the head of the firm.

"That is the cheapest way to get rid of them a great many times," said the jobber, after the lady had left. "It don't amount to much when they strike us for small sums like that, but some of these lady solicitors ask us for \$5 and \$10, and even as high as \$25, and then we have hard work getting rid of them. They say that they saw our advertisement somewhere else and they feel aggrieved when we tell them they are charging too much for their advertising. We do not look upon advertising of that sort as of much account so far as business goes and we make such contributions merely as a matter of philanthropy, more than for any other reason."

One of the heads of departments was the next to enter the private office, accompanied by a gentleman that could be sized up immediately as a country merchant. The country retailer was introduced and, like his predecessor in business, seemed to feel a trifle embar-

assed. The head of the department explained matters.

"Mr. X. informs me that Z. in his town has made arrangements with his jobber to advertise a certain line of goods in their local newspaper and he wants us to do the same thing for him."

"We have never done anything of that sort and I doubt very much whether it will bring you any new business," said the jobber, addressing Mr. X., "but if you think it will bring you business we will try the experiment, providing it does not cost too much," he continued.

Then followed a long discussion of advertising rates and position advertisements in the country paper mentioned, with the result that Mr. X. was informed that he could place the advertisement for three months and send the bill to the jobber. If at the end of that time his business in the line advertised showed any increase, he was to have the advertisement for the remainder of the year.

When surprise was expressed at the jobber having to pay the advertising bills for the retailer, Mr. A. reported that such requests were not by any means unusual.

"You would be surprised at the things we are expected to do for the trade. I remember one man came in here and bought a small bill of goods and just before he was ready to leave for home he shoved a bill for railroad fare, a hotel bill for three, and transfer of

[CONCLUDED ON PAGE SEVEN]



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.

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.

GAS AND GASOLINE MANTLES

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

Glover's Wholesale Merchandise Co.
2nd and 9 Tower Block, Grand Rapids, Mich.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.



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

Around the State

Movements of Merchants.

Chesaning—C. Moessner has sold his shoe stock to Wm. Hotaling.

Charlevoix—Luke & Jones succeed H. D. Luke in the drug business.

Caro—Mallory Bros., meat dealers, have sold out to W. H. Merner.

Flint—Fred Armstrong has purchased the grocery stock of Harry Morrish.

Charlevoix—Luke & Jones continue the drug business of Harry D. Luke.

Big Rapids—H. M. Nilsen has purchased the furniture stock of A. Falardeau.

Centerville—H. C. Glassner has purchased the dry goods stock of Wm. F. Pack.

Battle Creek—W. J. Mulford has engaged in the furniture business at this place.

Three Rivers—Henry Hall has purchased the drug stock of Hall & Dockstader.

Flushing—Chas. Waite & Co. have purchased the meat market of Chas. E. Penoyer.

Hart—R. C. Fisher has opened a furniture and undertaking establishment at this place.

Cass City—L. M. Moore has purchased the millinery stock of Mrs. H. S. Wickware.

Bangor—Levi DeHaven has purchased the general merchandise stock of J. G. Oppenheim & Son.

Osego—W. G. Andrus has purchased the interest of his partner, J. O. Button, in the tinware business.

Burlington—John T. Wood has purchased the grocery stock and meat market of Frank W. Cameron.

Dayton—O. H. Williams & Co. succeed Williams & Downing in the general merchandise business.

Mayville—Shirks & Son continue the drug and wall paper business formerly conducted by Arthur Veitch.

Marshall—H. Bisbee has leased the City Roller mills to C. A. Chester, who was formerly owner of the property.

Boyerne City—S. B. Stackus has purchased the furniture stock and undertaking business of his father, Jas. S. Stackus.

Traverse City—William Bloodgood has sold his bakery on the south side to Henry Jansen, an experienced baker from Chicago.

Rockford—R. B. Hayes, of Harlan, Ind., has purchased the interest of Walter H. Brooks, in the grocery firm of Wellbrook & Brooks.

Battle Creek—Barnhart Bros. is the name of the new firm which succeeds the Barnhart & Simmons Co., dealers in groceries, fuel and feed.

Laingsburg—C. R. Bailey & Co. have sold their produce business to Lockwood & Son, of Williamston, who will continue at the same location.

Dowagiac—The grocery firm of Huyck & Savage has been dissolved, and the business will hereafter be conducted under the style of E. W. Huyck.

Ironwood—Oscar J. Nordling and Oscar J. Bay, proprietors of the City Drug store, have dissolved partnership. Mr. Nordling will continue the business.

Merrill—J. H. Murray, druggist and grocer at this place, has purchased the drug stock and store building of H. L. Gladwin and will close out the grocery stock.

Baldwin—Louis Caplan has purchased the lot where the store of Caplan & Sinzerman stood before the fire. He will erect a store building, 25x75 feet in dimensions.

Flint—Childs & Grobe will hereafter be the firm heretofore known as the W. A. Childs grocery store, Chas. W. Grobe having purchased an interest in the business.

Coopersville—W. H. Hitsman has leased his store building to S. E. Hosmer, of Hammond, Ind., who will take possession about August 1 and will open a grocery store.

Cheboygan—Benj. Cueny, an experienced pharmacist in the drug store of F. E. Brackett for several years, has purchased the drug stock owned by the late R. B. Small.

Wayland—The copartnership heretofore existing between Frank E. Pickett and Mrs. C. C. Deane has been dissolved, Mr. Pickett continuing the business in his own name.

Nashville—F. G. Baker & Co., general dealers at this place, have closed out their branch store at Bellevue and Mr. Slout, the manager of the store, has removed to this place.

Petoskey—A. B. Thompson, who formerly conducted the grocery business at 102 Emmett street, has removed to the store building formerly occupied by R. Shafter, at 924 Emmett street.

Coldwater—Roode & Stone, furniture dealers, have dissolved partnership, C. W. Roode continuing the business and O. D. Stone retiring in order to devote his entire attention to his duties on the road.

Petoskey—C. C. Bunting, formerly Petoskey manager for Rice & Mathewson, wholesale produce dealers of Grand Rapids, is now Grand Rapids representative for C. E. Turner, wholesale fruit and produce dealer of this place.

Ann Arbor—Martin Haller, furniture dealer, has purchased the two stores now occupied by him and the one adjoining, occupied by Enoch Dieterle, undertaker, who will remove to his new building as soon as same is completed.

Trufant—S. P. Rasmussen has formed a copartnership with Mr. Coffin, of New York, and bought out the firm known as C. E. Hathaway & Co., forming the company of Rasmussen & Coffin, to engage in the produce commission business.

Ishpeming—The Finnish Mercantile Association, through A. P. Wilson, has obtained satisfactory plans for its new business block from Palmer, Hall & Hunt, of Duluth, and as soon as the foundation, which has just been started, is ready the Association will proceed with the erection of the building. The plans for the structure call for a building 51x93 feet, in which the block now occupied by the butcher shop is to be incorporated. There will be two Division street entrances and a third, on First street, for the butcher shop. A basement will extend under all parts of the structure. The main store on the first floor will be 67 feet deep and will be as wide as the Division street front. This will be given up to the dry goods and gentlemen's furnishing goods departments. The butcher shop will occupy a room 25 x 51 feet. The second floor will contain an assembly hall 30 feet 6 inches by 67 feet on the west side of the structure, and running parallel to it on the east a storage room 18 feet 6 inches by 67 feet.

Manufacturing Matters.

Nashville—Henry Lewis, of Hastings, will shortly open a cigar factory at this place.

Stockbridge—A. W. Welch, of Grass Lake, has purchased the White Oak creamery, but is yet undecided as to where he will operate.

Detroit—David Mayer has withdrawn from the firm of Schlessinger & Co., manufacturers of white duck clothing.

Muskegon—The Muskegon Chemical Fire Engine Co. has been reorganized, and will hereafter be known as the Muskegon Manufacturing Co. The factory is to be enlarged and run full time.

Butternut—J. M. Fitzpatrick is the owner of three cheese factories, which are being supplied with the following number of pounds of milk per day: Butternut, 13,000; Crystal, 5,000; Fenwick, 4,500.

Carson City—The cheese factory of H. P. Fitzpatrick is handling 8,000 pounds of milk per day, which is a gain of about one-third in the amount of milk received. This is the seventh season the factory has been operated at this place.

Detroit—The Rundell Oil Co. has filed articles of incorporation, with a capital stock of \$10,000. All the incorporators are from Ohio, except Howard C. Marshall, of Detroit, who holds one share; Edgar L. Rundell, who holds 160 of the 400 shares, lives at Maumee, Ohio.

Battle Creek—The new Turner factory building on Jackson and River streets, recently completed, will be occupied as a wholesale house by the L. A. Dudley Rubber Co. The Hood rubber goods, made at Boston, will be the leading line, but others will also be handled, the enterprise being similar to the wholesale grocery houses already in the city. Mr. Dudley's business will include Michigan, Ohio and Indiana jobbing. Although enlarging the wholesale work, Mr. Dudley will remain in the retail business as usual, each being conducted separately.

The Boys Behind the Counter.

Marshall—James O'Leary has taken a position in the furniture store of E. B. Hughes in the place of Jas. Hamilton, who has returned to his home in Battle Creek.

Cheboygan—Ed. Delottinville has resigned his position with W. E. Allair and has gone back to his old love, the dry goods business, having taken a position with Sinclair & Mathews. Stanley Corlette succeeds him.

Kalamazoo—O. C. Knight has severed his connection with the E. M. Kennedy Co. and accepted a position as advertising agent for the Hyjen Chemical Co.

Clare—Clyde Harvie, of Coleman, is clerking for A. J. Doherty & Sons.

A Depraved Horse.

From Lansing Journal.

Lon Peterson, of Delhi, came to town early this morning and hitched his horse on Washington avenue, south. He went into a store and bought a half-pound package of chewing tobacco, which he placed in his hip pocket. As Peterson was unhitching his horse to go home, the animal reached down, and extracting the package of tobacco unnoticed by his owner, chewed it with evident relish. Peterson got into the buggy, but noticing the smile of several bystanders, he searched himself for the tobacco and found it was gone. Just then the horse dropped the paper which had been wrapped around the weed. Peterson again tied the horse, kicked it lightly in the ribs and bought another package of the weed that consoles when everything else fails.

It is when a man begins to lose his hair that he regards one hair on the head as worth two in the brush.

Gerrit H. DeGraaf has moved his grocery stock from 221 to 223 South Division street.

The Grain Market.

Wheat has been very excited and we had a wild market a week ago to-day. Owing to the bad reports from the Northwest every one was buying July wheat, but as July drew near, the longs, who had bought around 70c, had a large margin in their holdings and began to realize, and an immense amount of wheat was put on for sale, which caused heaviness and prices yielded gradually. To-day, however, things went wild by weak holders, who were unwilling to put up margins and were sold out and a large amount of wheat was dumped on stop-loss orders and the large deliveries for July—being over 3,000,000 bushels. The visible increased over 900,000 bushels, against 4,750,000 bushels for the same date last year, which was a bullish feature, but nothing could stop the slump, and a panic ensued as with the short sellers there was more wheat for sale than the market could consume. The situation has not improved in the Northwest. There have been some showers, but no amount of rain now can help the crop. The most conservative estimates place the yield in North and South Dakota and Minnesota around 75,000,000 bushels, and some place it as low as 50,000,000 bushels, when four times that amount was expected to be harvested. Ohio and Indiana have not improved any, while Michigan will have only 60 per cent. of an average crop. Tennessee, Kentucky and Illinois are having too much rain for harvesting. Kansas seems to be the only state where a large crop is being harvested without damage thus far. There is really no occasion for the slump except scared and weak longs. We are of the opinion that wheat will sell higher than ever on this crop, as the most conservative figures place the wheat crop in the United States at about 450,000,000 bushels, of which we need for bread and seed 400,000,000 bushels. The latest estimates in the world's yield is about 130,000,000 bushels short of an average. We exported last year 228,000,000 bushels and on the crop of 1899 192,000,000 bushels. We have less in the invisible than we had last year. Now the question arises, Where are wheat importing countries going to get cheap wheat from? Not from the United States, especially as farmers are not tumbling over one another to sell their new crop.

Corn has not felt the drop in wheat very much, as the visible showed a decrease of 1,143,000 bushels. The visible is not pressing on the market, as speculators left the corn pit and all went to the wheat pit.

Oats made an increase, as the growing crop is being damaged by drouth in some sections and by too much moisture in other localities. The outlook for a large crop has faded away. Prices remain very steady.

Rye has dropped back to 61c for choice rye only.

Receipts for the week have been: 29 cars of wheat, 16 cars of corn, 6 cars of oats. For the month of June: 178 cars of wheat, 44 cars of corn and 30 cars of oats.

Millers are paying 75c for wheat.

C. G. A. Voigt.

Dates Changed to Accommodate Port Huron.

Bay City, July 2—The Bay Cities Grocers and Butchers' jubilee and pure food exhibit will be held in the fair grounds Aug. 21, 22 and 23. The dates have been changed to accommodate the people of Port Huron who want to come here and participate in the event. The State circuit races are held in Port Huron the week after they are in Bay City. The Port Huron dates were the same as those selected for the jubilee. This was made clear to the officers of the Association when the Port Huron committee came to Bay City last week. At that time it was requested that a change be made.

Grand Rapids Gossip

The Produce Market.

Apples—Southern apples are too poor to really make a market, but so popular is that fruit that even the unsatisfactory stock now arriving brings fairly good prices. There is improvement, as compared with first receipts, but there is room for still more improvement, which will, no doubt, follow in due course. So-called Early Harvest stock commands 50c per box and \$4@5 per bbl.

Asparagus—Final receipts for this season command 35c per doz. bunches.

Bananas—Have been the strongest fruit offered during the week and prices have advanced 20c per bunch. Buyers have taken everything offered and have been willing to pay full prices for what they have bought. There is the strongest market for bananas that has existed for a long time and the demand far out-runs the supply.

Beets—20c per doz. bunches.

Butter—Receipts of dairy continue large, but the quality does not average as good as a week ago, in consequence of which there is a better demand for factory creamery, which is readily taken on the basis of 19c. Fancy dairy commands 15c and choice fetches 14c, while packing stock has sustained a decline to 12@12½c.

Cabbage—Home grown has entirely superseded Southern stock, finding ready sale at 50@60c per doz.

Carrots—15c per doz. bunches.

Cauliflower—\$1 per doz. heads.

Celery—20c per bunch. Receipts are increasing in size and quality 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 marketed by the end of this week.

Cocoanuts—\$3 per sack of 100.

Cucumbers—35c per doz. for home grown.

Currants—75c per 16 qt. crate for red.

Eggs—The warm days of last week ended to increase the percentage of poor eggs, which now average above a dozen to a case. Local handlers pay 10@11c on track, case count, but only careful dealers who have an established reputation are able to obtain the latter figure. Jobbers meet with no difficulty in obtaining 12c for carefully candled stock.

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.

Honey—Fancy white, 12@14c; amber, 10@12c; strained honey, 7@7½c.

Lemons—There is a greatly increased demand for lemons, due to the warmer weather and the increased demand always sure to come with the holiday this week. The consumption appears to be larger, on an average, than it was a year ago, although the run of sales is not materially different.

Peaches—The shipment of peaches from Georgia is expected to begin in earnest this week, and from 100 to 400 cars will leave the State daily for other markets. It is now reported that the total output of Georgia will be only 75 per cent. of what was expected, but that means a more than ordinarily good yield.

Pineapples—The pineapples coming from Florida are selling better than any other variety—\$2 per doz.—but the price is not high enough to pay much profit on the cost of raising. It has been an expensive piece of work in Florida of late, but the fact that the prospect is improving and will repay growers something besides a loss will be gratifying to those who have watched the development of the industry there with much interest.

Plums—Have come in freely of late and some of the best qualities have sold at high figures. A few of those coming from California are especially good and sell at retail as high as 5c each, an almost unprecedented price for plums. A

few German prunes attract considerable attention because of their large size and handsome color, but as a rule such goods sell slowly.

Potatoes—New Triumphs are in almost complete control of the market, commanding 50@55c per bu. Old stock is in only moderate demand at 35@40c per bu.

Poultry—The market is strong, particularly on broilers and young stock. For live poultry local dealers pay as follows: Broilers weighing 1¼ to 2 lbs. command 17@18c per lb. Squabs, \$1.50@1.75 per doz. Pigeons, 50c. Chickens, 7@8c. 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.

Raspberries—Black fetch \$1.25 per crate of 16 qts. Red command \$1.25 per crate of 12 qts.

Squash—Summer fetches \$1 per 40 lb. box.

Tomatoes—Mississippi stock has declined to \$1 for 4 basket crate.

Turnips—75c per bu.

Watermelons—Reports from Georgia and Florida are to the effect that the recent heavy rains have caused the melons to rot in the field and that the loss will be great to the planters. They are working night and day shipping all that will bear transportation. There was promise of a large watermelon crop, but present indications are that the crop will be a short one and that high prices will rule. Local dealers have full supply for this week, which they are marketing on basis of 25c.

Wax Beans—Home grown command \$1 per bu.

Hides, Pelts, Tallow and Wool.

Hides do not change in value, while sales have been extremely large. The cleaning up of some large lots precludes any decline which may otherwise have been anticipated.

Pelts remain light in offerings and sales are light and at low values.

Tallow has had some demand at an advance of ¼c, but trade is not active.

Wool is dormant. Sales at seaboard last week were as light as ever before known. It is a waiting game between buyer and seller, both East and West. The opening of London sales occurred on July 3. There are supplies for large offerings, but it is doubtful if the bulk will be put on sale, or withdrawn if prices weaken. These supplies are strongly held and have cost too high to be offered at prices indicated.

Wm. T. Hess.

A well-known produce dealer recently remarked: "If only shippers could be made to understand that their best interests require care in picking, packing and shipping half the receivers' troubles would disappear. It is not the floods of good stuff that trouble us, but the last ends, the small bits that seem to belong nowhere and to nobody. They are generally poor and in such condition that they won't sell, the result being that no one is benefited, and the men who handle such stuff lose their time. The shipper loses money and reputation and the receiver loses money and time. The only way is to keep such stock at home for the pigs and ship the desirable goods to the market."

John Heinzelman, who has conducted a meat market at 570 South Division street for the past dozen years, has sold out to Watkins & Wilson, who will continue the business at the same location.

A. Sinzerman has engaged in the grocery business at Baldwin. The Ball-Barnhart-Putman Co. furnished the stock.

The Grocery Market.

Sugar—Raw sugars are again higher, prices showing an advance of 1-16c, making 96 deg. test centrifugals now 4¾c. In sympathy with raw sugars, the refined market is very strong and an advance is looked for soon. Refiners are still behind in their deliveries and there are numerous complaints from the jobbers on account of the delay.

Canned Goods—There is considerable activity in the canned goods market and numerous sales are made. There is a continued firmness in the tomato market, strengthened by the fact that the stocks of 3 lb. standards are not nearly so large as it is generally supposed. It is somewhat of a surprise to learn that the stocks of tomatoes in the hands of Baltimore packers are smaller than they have been at this time of the year for a long while, notwithstanding the heavy pack that was made by the Baltimore packers last season. It must be taken into consideration that the months of June and July are the best consumptive months of the year for tomatoes and if there is to be any advance in the price of spot tomatoes over that of the futures it will come during the first half of July. Prices are now very firm but there is no change in price. The new packing will commence in about six weeks. The recent rains have proven very beneficial to the growing corn crop. Encouraged by the outlook, the corn packers are making preparations for a large pack this season. There is practically nothing new as regards the new crop of peas. The Indiana crop has suffered somewhat, but from all reports the Wisconsin crop will be large and the peas of a very high quality. There is considerable interest in pineapples and the consumption promises to exceed that of last year. Those jobbers who bought early in the season have duplicated their orders and those who have not purchased are now endeavoring to cover their wants. The fruit now arriving is of poor keeping quality and prices for good stock have advanced, so that an advance in the canned article is expected shortly. On account of the failure of the pea crop in the East, the packers have had considerable time to spare, which they have filled in by packing strawberries, gooseberries, red and white cherries and red and black raspberries. In former years the packing of these lines was left almost entirely to three or four packers, but this season all had idle time, and they all packed the above lines, but, notwithstanding this large output, the demand has kept the market strong and steady. Advices from Portland, Me., state that the lobster pack is over. This year's pack has been exceedingly light. The market for all kinds of salmon continues very strong. On account of the short pack and consequently high prices of the Columbia River fish, many are turning their attention to Alaska salmon. Stocks of this grade are very light and an advance of 5c per dozen has taken place. It is estimated that there will be about 1,000,000 cases of Alaska salmon packed this season and it is believed that this will largely take the place of the Columbia River fish. Many think that the Columbia River salmon will not in future cut the figure in the market it has in the past. The fish hatchery has proved a failure and the picklers and freezers are cutting into the canners' supplies of fish at a ruinous rate.

Dried Fruits—The dried fruit market shows no particular change, but demand is good for almost all lines. A Califor-

nia correspondent says that "the future of the dried fruit and raisin markets looks pretty dubious. The prospects are that there will be more dried apricots than ever before, and there will be close to 150,000,000 pounds of prunes this season. The fruit canners have formed a sort of buying trust and will not pay over \$20 per ton for apricots, peaches and pears, and from \$10 to \$15 per ton for plums. The growers are holding meetings and it looks as if most of the fruit that is usually shipped green will be dried. The Association carries over 450,000 cases of fruit of last year's packing, and this acts as a drag on the market, for they are not so anxious about this season's pack and this leaves more for the dried fruit men." All the prospects are for an immense prune crop, with a preponderance of small sizes and a scarcity of large. In some sections there is considerable alarm over the over-loaded condition of the trees. The frosts and rains passed the trees by undamaged and, as a result, branches are now so heavily loaded that they nearly touch the ground. Moreover, this condition prevails when the fruit has not yet attained half its full size. Many predict lower prices on apricots later on, claiming that just at present exporters who sold short are covering their wants, thereby creating a demand. As soon as these wants are filled, lower prices are likely to rule. Figs, dates and evaporated apples are practically the same, with a fair demand.

Rice—Prices on rice are unchanged. Stocks are light, but the demand is only fair. The usual midsummer quiet is beginning to be felt and no activity in the trade is expected until the latter part of August.

Tea—The tea market is excited and active. Prices have hardened and some grades show an advance of 1c. This is attributed to the short supplies throughout the country, firmer markets in the East, and partly to the disturbances in China. Present conditions point to an advance in values for all grades.

Molasses—Prices on molasses are firmly held for all grades and offerings are very light, as holders prefer not to market their holdings until the fall demand sets in. The demand is light now, as the trade seems to be well supplied for the present.

Fish—Owing to the falling off of the catch the market on salt mackerel has advanced \$1@1.50 per barrel.

Nuts—There is quite a fair demand for pecans, filberts and peanuts, buyers laying in supplies in the expectation of higher prices. Peanuts, however, show a decline of ¼c this week.

Rolled Oats—The rolled oats market is very firm and prices have advanced 10c per barrel and 5c per case, with millers heavily oversold.

Boot and Shoe Recorder: I notice in one of the Boston daily papers an item to the effect that a commercial traveler has invented an improvement for sleeping cars which will give added comfort to travelers who are obliged to occupy sleepers. There is certainly room for a great deal of improvement in the average sleeping car. No one is better aware of this than commercial travelers, some of whom put in a good portion of their time in rushing over the country during the night hours.

E. E. Smith has opened a grocery store at Coral. The stock was furnished by the Musselman Grocer Co.

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

The New York Market

Trend of the Grocery and Produce Trades.

Special Correspondence.

New York, June 30.—The coffee market has been gathering strength for some time and this week it has been especially active, while both spots and futures have steadily advanced, owing chiefly to advancing Brazilian exchange and to stronger reports from Europe. The crop movement continues light and the immediate outlook seems certainly to be for well held prices for some time to come. The demand on the Street has been quite active and Rio No. 7 closes at 83 $\frac{1}{4}$ @87 $\frac{1}{2}$ ¢. In store and afloat there are 731,525 bags, against 1,127,605 bags at the same time last year. Mild grades are steady, but there has been no particular change in quotations, Good Cucuta selling at 10@10 $\frac{1}{4}$ ¢. East India sorts are firm and a good everyday trade prevails. Some sales of Mexican and Central American, other than Cucuta, have been made on a firm basis of from 9 $\frac{1}{2}$ @13 $\frac{1}{2}$ ¢ for washed Cordova.

The sugar refineries are oversold from four days in some cases to almost as many weeks in the case of the American refinery. Arbuckle is behind a week to ten days. An enormous amount of sugar is certainly going into consumption and there seems to be no let-up in the demand. There has been an extension on the time for withdrawals until Aug. 1, and this added to the activity already prevailing. Raw sugars, naturally, are also meeting with ready sale at full figures. Verily, this is a great sugar year.

Both local tea dealers and traders from out of town have been quite interested and, while there seems to be no especial appreciation of the general run of quotations, there is a firm feeling and some good lots have been disposed of at full value. There is a firm market for invoices, although little actual business has been done this way.

There has been a moderate home trade in rice and, while exporters have been doing quite a little trade in an export way in the lower grades, there is still room for improvement in the general market. Prices are quite firmly adhered to and the offerings are not overabundant, although there is no shortage.

Jobbers report a spice market characterized by more quietude, if possible, than usual. Hardly anything is being done and, while sellers might dispose of some goods were they to make a concession, they are not inclined to do this and the result is that both sides seem to be waiting future developments. No changes have been made to speak of.

Grocery grades of New Orleans molasses are without change. Offerings are not large and yet there seems to be a sufficient quantity to go around. Prices are firm at last quotations, as is the case with foreign. In syrups there has been a very good enquiry all the week—sufficient to keep the market pretty closely sold up—and quotations all around are decidedly firm. Prime sugar goods, 21@24¢.

During the past few days there has been more activity shown in canned goods and the outlook just now is more encouraging than for some time. The chief interest is in California fruits, peas and salmon, all of which are decidedly firm. There are some bargain offers this week in Eastern peaches and cherries and, on the basis of these quotations, there should be a ready sale. It promises to be a good year for the consumer. He is likely to get value received with every can he buys this year. Corn, which was quite active last week, has "slid off" and there is no demand for futures even at 72 $\frac{1}{2}$ @75¢. Maine, spot, is held at 85¢. Early June peas are worth about \$1 for standards.

The lemon market is strong and with a tendency towards higher prices. Sicily, 300s, are worth from \$3.50@4.75; 360s, \$3.50@4.50, the latter for fancy fruit. California oranges from store bring full rates—\$4.50@5.25. Bananas are firm, high, and in light supply; Aspinwalls, firsts, \$1.45, and about the same for Jamaicas. Port Limon, \$1.75

@2.25. Pineapples are firm at about unchanged quotations.

The dried fruits market is naturally dull and will so remain while there is such an abundant supply of green fruit. There is no change in anything except a stronger feeling in currants.

Butter receipts continue heavy and the hot weather is showing its effect on much of the arriving stock. Within the week the tendency has generally been upward and at the moment 20c seems to be about the right figure for best Western creamery. Thirds to firsts, 17@19 $\frac{1}{2}$ ¢; imitation creamery, 16@18¢; factory, 15@16 $\frac{1}{2}$ ¢.

The very best cheese is quotable at not over 9 $\frac{3}{4}$ ¢, with the general run rather less than more. Some very good lots of small size have been bought by exporters at 9¢. The market just at the present time is not especially encouraging for the seller.

While the supply of desirable eggs is not large, quotations for such are weak and even nearby goods will not bring over 14 $\frac{1}{2}$ @15¢; Western, 12@13 $\frac{1}{2}$ ¢.

The bean market is strong, but with no large transactions to note. Choice marrows are worth \$2.17 $\frac{1}{2}$ @2.20; pea, \$2.22 $\frac{1}{2}$ @2.25; red kidney, \$2.12 $\frac{1}{2}$ @2.15.

The Drug Market.

Opium—The price is unchanged, but the market is weak.

Morphine—Is very firm, although opium is weak. Morphine, on account of competition, has been selling too low.

Quinine—Is steady.
Carbolic Acid—Has advanced 3¢ per lb.

Salicylic Acid—The advance in carbolic acid has made the manufacturers firm and the price has been advanced 1¢ per lb. Higher prices are looked for.

Cuttle Fish Bone—Is very firm and advancing, on account of reasons given in previous issue.

Beechwood Creosote—Has been advanced 5¢ per lb.

Ergot—Is very firm and in small supply. Squibb has reduced his price for fluid extract to \$3.50 per lb.

Glycerine—On account of the very strong position of crude, a decided advance is looked for when the season opens.

Menthol—All foreign markets are higher and the price has been advanced 15¢ per lb.

Quicksilver—Is easier, on account of large supplies.

Mercurial Preparations—Are unchanged.

Salicin—It is hard to quote this article, as holders vary in price up to \$1 per lb. Supplies for new goods will come in in August, when prices will be lower.

Cubebs—Have further advanced 2¢ per lb.

Essential Oils—Anise and cassia have both been advanced 10¢ per lb., on account of the disturbance in China. Very much higher prices are looked for.

Oil Cubebs—Have advanced, in sympathy with the berry.

Seneca Root—Has declined, on account of large new crop coming into market.

Rhubarb Root—Is very much stronger and is advancing.

Lobelia Seed—Is very scarce and has advanced 10¢ per lb.

Salol—Has been reduced 70¢ per lb.

White Lead—Has been reduced $\frac{1}{2}$ ¢ per lb.

Linseed Oil—Is very firm but unchanged.

The pits of peaches, apricots, nectarines, plums and prunes, which have heretofore been thrown away or used for fuel, have a market value.

D. Boosing

General
Commission Merchant
SPECIALTIES

Butter Eggs
Poultry Beans

EGGS WANTED

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

Correspondence solicited.

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

154 Michigan Street,
Buffalo, New York.

Nets and Robes

We have entire confidence in our ability to please you in fly nets, horse covers and lap robes.

There was never a better assortment of these goods shown in this State by any one.

If you are at a point where you must have a fresh supply quick telephone us and you will get the goods at once.

Brown & Sehler

Grand Rapids, Mich.

Established 1780.

Walter Baker & Co. LTD.

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

on this Continent.
No Chemicals are used in their manufactures.

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

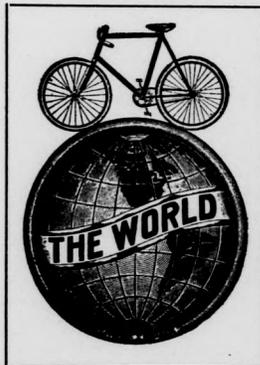
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

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.

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.

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

Day With a Jobber.

[CONTINUED FROM PAGE THREE]

trunks, into the cashier and wanted his money on it."

"What's that for?" asked the cashier.

"Why, they told me if I bought a bill of goods of you people, you would pay my expenses down here and back again."

"Who told you that?"

"Mr. B—" naming another merchant.

"Of course, we had to turn him down. That was going a little too far. We couldn't be expected to pay for the personal trip of a merchant to this city, in fact, the profit on his bill of goods would not have begun to pay the bill, and we told him as politely as possible that either he or Mr. B. had made a serious mistake."

By this time the noon lunch hour had arrived and the jobber hurried away to get his lunch. He was back again at his desk a few minutes after 1 o'clock and the work of the afternoon began to unfold itself. So many of his callers were similar to those of the morning hours that there is no need to mention each one individually. Three different women called for contributions for church fairs, and similar entertainments, but they were not so fortunate as the one who called in the morning. One of them wanted five dollars for a small advertisement, the intrinsic value of which was not over fifteen cents, and she was politely told it was against the policy of the firm to take advertising of that sort. She became indignant and then tried to make an appeal to the sympathies of the jobber, with just the trace of tears in her voice. All the while the jobber was firm, but polite, but she had to leave without the advertisement.

The next woman wanted an out and out contribution for a sick neighbor, but as her appearance was not above suspicion and she had made the request several times before, she was gently referred to the Associated Charities for such aid.

The third woman was acquainted with the jobber and no doubt met him in a social way, but this did not prevent her from making an appeal for an even hundred dollars for some missionary society in which she was deeply interested. The kindly old jobber explained to her that it was impossible to donate, but she did not lose her temper, although she was very coy in her efforts to secure a contribution. The whole matter was deftly dismissed by the jobber promising to take the matter under consideration, although from his demeanor it was apparent he believed there were missionary causes nearer home which should receive attention first.

The next visitor was a tall, elegantly dressed gentleman, who came in with an air of proprietorship in the house. "Here's trouble," whispered the jobber.

The tall, well dressed gentleman, dusted out the chair, drew it up conveniently to the jobber's desk and, laying a handsomely embossed card on the desk, said that he was working on a

publication giving the advantages Minneapolis enjoyed over all the other cities of the country as a commercial metropolis. He told how nearly every jobber in town had gone into the thing, and reaching in his pocket he pulled out a silver mounted book from which he extracted signed contracts to prove the truth of his assertion. He made it appear that his connection with the matter was purely a labor of love and that he was entirely disinterested in calling upon Mr. A. His manner was convincing and eloquent, yet at the same time his speech did not always ring true as if he believed everything he was saying. He wanted \$250 for four pages of write-ups, the firm to pay for the cuts used in addition to the contract price. He was turned down very promptly, but he was persistent and he went into every phase of the matter.

"I have positively decided that I would not go into the —," said the jobber, and he turned to busy himself about the desk. But his visitor was too suave to let this interfere with his plans and he kept right on talking and extolling the advantages of the scheme.

The jobber tried to work, but it was evident that he could not do so under the circumstances and finally he turned to his insistent visitor and, telling him that it was out of the question to give the matter the attention which it deserved that day, he suggested that some future date might be more desirable. The persistent solicitor knew he had made a beginning and pulling on a pair of soft gloves he grasped the hand of the jobber in a hearty handshake and said goodbye.

"I suppose he will get me for something after a while, but I know that his scheme is no good and that it will do me no good, and he knows that I know it. But a man with such a nerve as that! Who can get rid of him? I believe in legitimate advertising, but these fake schemes are sprung on us by the dozen. They sometimes appeal to a man's egotism or his pride, but they seldom go further than that."

By this time the afternoon mail had been distributed with its usual begging letters, and among the letters were two requests for extensions of credit from retailers who had forgotten their loyal home jobbers to the extent that they had purchased goods on sixty days from outside firms and had been obliged to meet the account promptly when it came due. Both wrote letters explaining the whole transaction and one stated that he had borrowed money from his local bank to pay the outside claim, and that he could nothing else but assign if the wholesale house forced their claim. He enclosed a list of assets and liabilities which, on the face of them, made a good showing. Both merchants received a strong letter, advising loyalty to home jobbers, and not to get caught in such a predicament again, and winding up with the requested extensions of credit.

These are only a few of the incidents of the day which go to show that the jobber has a great many difficulties to meet and overcome and what some of these are, but in addition the big man

of business has matters of great moment which come in for his share of attention. He has the discipline of his store to preserve to see that all customers get fair treatment, he has his own obligations with the banks and manufacturers constantly coming due in the form of drafts for thousands of dollars which must be taken care of at once or his credit will be impaired, which is a serious condition of affairs; he must keep tab on his buyers and department heads and see that each is using his best judgment and making no mistakes. But these and many other matters which require the attention of the head of the firm come in the ordinary course of

business. The incidents to which special reference was made are the aggravating ones from the standpoint of the jobber who does business on a large scale. Apparently the jobber had his hands full with the ordinary matters of business, but those who called on him generally seemed to think he was there for their sole convenience and that he had no other purpose in life than to look after their wants and act as advisor, counselor, banker and philanthropist to the community at large.

Buy within your means; then you are sure to be able to pay in like proportion.

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



Scales

★ ★ ★ ★ ★
★ ★ ★ ★ ★
★ ★ ★ ★ ★
★ ★ ★ ★ ★
★ ★ ★ ★ ★

50 CIGAR
SOLD BY ALL JOBBERS

The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

BOUR'S

COFFEES

MAKE BUSINESS

ESTABLISHED THIRTY YEARS

- "Early Ohio" Potatoes, quality very fine, 50 to 55c.
- Toledo Cucumbers, finest grown, 30 to 35c per doz.
- Toledo Cabbage, in barrels, \$1.10 to \$1.20.
- Dew Berries, very fine, \$3 per bushel.
- Georgia Melons, car lots or less, selling \$20 to \$25 per 100.

What have you to offer in Sour Cherries---quantity and price.

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, - - JULY 4, 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 27, 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 thirtieth day of June, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

OUR GALLANT MARINES.

Until the war with Spain, the average American of the present generation was disposed to think the marines of very small account. They were soldiers aboard ship, where soldiers were out of place. They were hated by the sailors, for the very good reason that the discipline of the ships was looked after by the Marine Guards, and they were hated by the land forces because of their alleged nondescript character as a fighting force. Not a few naval officers, and some high in authority, advocated the abolition of the Marine Corps, and this opinion of the inutility of marines had not a little to do with the popular disfavor.

With the outbreak of the Spanish war, a large force of marines was assembled and sent on a transport to Cuba, and the first American troops to effect a landing on Cuban soil were the marines. The splendid services of the Marine Battalion at Guantanamo greatly raised the corps in popular favor, as it revealed to the American people that the erstwhile despised marine was in reality a splendid soldier, and his cords actually a corps d'elite among the country's fighting forces.

After the Spanish war, the Marine Corps was largely increased until its present authorized strength is 6,000 men. The creation of new naval stations, particularly in distant possessions, has made the employment of a much larger force of marines necessary; hence, even with the increased force, the supply is scarcely sufficient for the present needs of the navy.

The present troubles in China are affording another illustration of the usefulness of the Marine Corps. A company of marines was sent to guard the American legation in Peking, but have not since been heard from. Another force of American marines, 100 strong, accompanied Admiral Seymour's relief

force in the attempt to reach Peking and relieve the foreign ministers there. Still another force participated in the siege of Tien-Tsin, and a marine battalion, freshly arrived from the Philippines, took part in the relief of Tien-Tsin and the rescue of Admiral Seymour's column.

In all these enterprises the marines have been in the thickest of the fight and have suffered considerable losses. They have fully sustained the high reputation they won at Guantanamo, and have increased their hold on popular favor.

GENERAL TRADE REVIEW.

The week is generally a quiet one on account of the arrival of the season for midsummer repairs and of the time for semiannual reckonings. In many lines there has been uncertainty as to what would be done in dividends and so the last days of June have been waiting ones. While the general course of industrial prices has been in the direction of a lower basis, two of the great staples have shown considerable activity: wheat, after regaining much of its loss since the high flurry of the preceding week, shows another decline, and cotton made a new high record for the past nine years, affording the sensation of the week. In the Wall Street reports there is more of activity and more of advancing values than for many weeks past in spite of the unfavorable season. This occurring in the face of the increased foreign complications in China argues an underlying strength which will not permit the market to remain quiet at so low a level. It is scarcely probable that there will be a well-sustained advance in view of the continued political distractions and uncertainties, but when these are settled or more clearly defined a return to a higher level of stock values seems inevitable.

Uncertainties of the wage question and the midsummer repair season seem to facilitate the return to lower prices in the iron and steel industry. Most price changes are in the way of declines and trade is generally dull, a condition which will continue until the July settlements are completed.

In the textile world there is the same condition of dulness in spite of the flurry in cotton. Prices are being adjusted to a closer basis where changes are made, but the general situation seems to be a waiting one.

Elementary courses in agriculture are to be introduced in the public schools of Illinois at the beginning of the next school year. With the primary purpose of interesting country boys in what may be their life work, the course will be adapted especially to the country schools, but it will be introduced into town and city classes in a modified form. One hope of those who have been instrumental in securing the adoption of the study is that it may tend to stem the tide of migration of the boys from the country to the city. The aim of the course will be to make work interesting to the boy who is to be a farmer, and to give him a knowledge of surroundings which will remove his labor from the commonplace and open up to him possibilities for as great development as can be found in a city. As time advances the scope of the study will be broadened, so that finally the public schools of the State will offer almost as good a course in agriculture as the short courses in farming at the State University.

1776-1900.

With the ringing of bells, the booming of guns and the screaming of whistles, another year of American liberty is ended and a new one begun. From the rising of the sun even unto the going down of the same the birthday of the Nation, royally attended, will journey from twilight to twilight heralded and accompanied and followed by the prayers and the blessings of a people who date their existence from that day, a century and a quarter ago, when their fathers declared that this country by right is and ought to be free and independent and proclaimed the fact to the world.

A hundred and twenty-five years is not a long time as national life is reckoned, but, measuring time by deeds not years, we need not envy any nation its storied past. The clearing smoke above Yorktown revealed a strip of territory from New Hampshire to Georgia extending not far back from the coast and wild as newly taken up territory is sure to be. Its acres were covered with woods and swamps where wild beasts lived and men as wild. The climate and the soil were alike unfriendly. The Atlantic that had fought against the coming of the Pilgrim with wind and wave urged on the deadly northeast to carry on its work and the graveyards grew. Famine stalked about the New England settlements and disease sat at the fireside and the table; but these found their match. The indomitable spirit that laughed at the Atlantic grappled with them singly and together and they gave way. The strip of coastland widened. The woods, discouraged, disappeared and the cornfields came. The Yankee wagon was early "hitched to a star," later the prairie schooner took its place and that star—"the star of empire"—westward took its way, still followed by the Wise Men of the East. The plains heard its coming and rejoiced. The mountains greeted it with the welcoming banners of sunrise and sunset and by and by the ripples of the Pacific Sea kissed its wheels as they halted upon its shifting sands. Far off Hawaii shouted "Come!" and the distant Philippines, hearing the greeting, repeated it, until the earth was girdled and "the Flag of the Free" brightened it by the glory of its shining stars. Surely the Republic need not be ashamed of its growth during the brief period of something more than a hundred years.

If its physical growth has been thus phenomenal, the story of its life must be worth the telling. It began as national life, worth living, always begins, by wresting its existence from the hands that would enslave it. Questioning the Divine Right of Kings, it fought with Cromwell on the field of Naseby in the rank and file. Its spirit, nerving the arm of the headman, struck from the shoulders of kingship its head, and scepter and crown ever after were baubles no longer to be endured. Hampered by meaningless ritualism, it freed itself and, turning from lofty arch and fretted frieze, it set up its altars in the Western wilderness and talked face to face with God. He and it, with a partnership that has never yet been questioned, Christianized the continent and baptized it in the name of the Father and the Son and the Holy Ghost. Soul and body thus cross-signed went out to make their way in the world. Free themselves, all the world was free. Self-loving, they did not forget to love their neighbors and the National life

began and has continued prosperous and prospering, its banner emblazoned with the Golden Rule. Industrious and determined, it grappled with savagery and conquered. It built the church and the school house. It made Sunday a part of its National life and the cornerstone upon which that life was founded. So born and so baptized, it has taken the place in the world its virtues have won and has made itself a blessing as well as a power in the land. Remembering its own bondage, it extends its hands to the weak and suffering. It struck the manacles from the black man's wrists. It lifted Cuba from the dust and drove political tyranny from America. It unfurled its flag in the Philippines and for the first time in history they have a chance to learn what real freedom is; and now when war is worrying China it stands the arbiter of the controversy and from its hands will come the conditions of peace. A blessing itself, it is the acknowledged blessing of the world; and this position of peacemaker among the nations it has earned in a hundred and twenty-five years! Shall we not celebrate with becoming ceremonies the birthday of such a country with such a record?

The story, good as it is, is by no means ended yet. A life may be laborious and crowned with the rewards of its toil, it may be virtuous and the abundant gain in both lines may not win the recognition of the best. The physical and the moral need the intellect to complete the trinity and our country is not lacking here. Wit has been at work and American genius has laid its wand upon use and beauty and the whole world has been bettered by its touch. We plant and the earth is fed. We spin and she is clothed. We mine and she is warmed. Our forges ring and the imprisoned steam, whistling as it works, drags the car across the country and drives the steamer over the sea. The hand of the philosopher is thrust into the clouds and the spirit of the tempest, a slave ever after, is the message-carrier of mankind. Art, Grecian-born, has tired of the breeze-swept Aegean and has come here to live. Her marbles now bear the touch of the American chisel. She has learned to sing American songs. Her canvas glows with Western life and color. Her pen has been busy and no one asks now, "Who reads an American book?" How long did it take Greece to create Homer and England Shakespeare and other nations the men they love? History knows and will tell; and then, with her finger pointing to the names of American heroes and poets and writers and men famous in every walk of life, she will say, "All this was done in America in a little more than a hundred years."

No wonder that the American is boastful, nor any wonder, when this birthday comes around, that he reads what his country has done and is proud of it. No wonder that he fires cannon and rings bells and blows whistles. His heart is full, his joy is great; and when he remembers what is now his country and who are his countrymen and that they encircle the earth, to-day he rises with them and girdles the earth with song, singing as he only can sing on this birthday of Freedom, the freedom song of all time:

"My country, 'tis of thee!
Sweet land of liberty,
Of thee I sing.
Land where my fathers died,
Land of the Pilgrim's pride,
From every mountainside
Let freedom ring!"

WANT ANOTHER CABINET OFFICER.

The Cabinet when it first started out was a very small affair compared with what it is at the present time. As the country has grown there has been need for new department, and one by one they have been added, until now the President's family has acquired considerable size. There is always agitation about adding another portfolio. It will be remembered that for some years there was talk about the need of a Secretary of Agriculture, and finally the request so frequently made was granted. In one sense perhaps it is the least important of all the places, but it has justified its existence and accomplished not a little of positive benefit and advantage. Now that the farmers have a representative in the cabinet the business men are insisting upon the same privilege. The Philadelphia Board of Trade and other similar organizations are asking that a Department of Commerce and Industries shall be created and put on a footing with other cabinet positions. They advance many and good arguments in favor of the proposition, and probably will eventually succeed in getting what they ask.

The movement meets with renewed activity as a result of the largely extended foreign market for American made goods. Its continuance is much to be desired, and it is believed that the new department will be of great help in that direction. It is urged that the consular service should be put in charge of a separate secretary, or at least so much of the consular service as pertains to purely trade matters. The ambassadors, foreign ministers, etc., would not be disturbed in their relations to the State department. The principal way in which a consul can be of value to the country he represents is by taking care of its business interests, reporting what kind of goods find sale at the place where he is stationed and in helping American firms to reach probable buyers. It is a fact much commented on that the American consular service has not been anything like as useful as it ought to be. It has great possibilities, which should be improved. It is along these lines that the new department will be urged. Some suggest that the work should be given to a secretary already in the cabinet, and that the name given shall be Secretary of the Department of Agriculture, Commerce and Industries. The majority of opinions, however, seems to favor an entirely separate portfolio. Unquestionably much good might be accomplished if the consular service were better organized and if more energetic attention were paid to furthering American commerce and the sale of American manufactured products abroad.

PURELY AN EDUCATIONAL MATTER.

There is in every community a class of well meaning people who are opposed to corporal punishment in the public schools. According to their notion the way to rule is by love and never to risk anything severer than looks upon a mischievous boy. Of course there are some timid children who can be withered into obedience by a glance, but there are other healthier, sturdier and more independent youngsters who need to be handled in some other way. A recent occurrence in Binghamton, N. Y., furnishes the opponents of corporal punishment with a splendid argument on their side of the question. A school teacher named George Gaige called up a bad boy and, laying the culprit across

his knee, spanked him with the flat of his hand vigorously, if not viciously. The naughty boy had some giant torpedoes in his hip pocket. The spanker set off these explosives in the spankee's pocket and the teacher's hand was sadly damaged, and, strange to say, nothing more serious happened to the youth than the necessity for extensive repairs on the seat of his trousers. The sequel to that unhappy incident is that blood poisoning set in and now the teacher, to save his life, has lost his hand by amputation.

Here is an argument that is an argument, and those who believe that an omniscient providence metes out rewards and punishments as they are deserved by people in their lifetime will see the omnipotent hand in the whole transaction, and that is rendered easier by the fact that the teacher's hand is conspicuous by its absence. Presumably Educator Gaige wishes now he had paid less heed to the ancient maxim about sparing the rod and spoiling the child, and that he had sought to rule by love and govern by a glance. The strict constructionists may say that if he had literally followed the rule and used a rod instead of the flat of his hand, the birch rather than his own digits would have been blown to pieces. The Binghamton example ought not to encourage other boys expecting to be spanked to equip their hip pockets with torpedoes. Had the explosives taken the other direction, as they easily might, sitting down would have been an unpleasant experience for that youngster all summer long. It is safe to say that Teacher Gaige will do no more spanking at least until his left hand learns the cunning which brought so much trouble to his right.

Americans are accustomed to great figures of almost any kind in relation to the fruits of California. It seems natural to read of thousands of tons of raisins in that State and oranges by thousands of carloads. But who would estimate the grape crop of the strip of country along the southern shore of Lake Erie between a point about twenty-five miles west of Buffalo and Sandusky at the immense total of 135,000,000 to 150,000,000 pounds? That means nearly or quite two pounds for every man, woman and child in the United States, and yet the belt of country in which the grapes are grown is so narrow that its total area is small. Some parts of it are very scantily provided with vineyards, and no section is wholly devoted to grape-growing. Yet it takes about 7,500 carloads to move the crop every year.

It is one of the most natural things in the world to compare prices in a presidential year with those which prevailed in a preceding administration of the opposite faith. So some one has dug out of the statistics the statement that on January 1, 1894, each cow in the United States was worth \$21.77, whereas on the 1st of January, 1900, the average price of cows had advanced to \$31.60. Those who have had to buy cows during the last year perhaps are not truly grateful for the increased prosperity, but those who had them already before the advance came and those who have them to sell are, of course, gratified with the situation.

Recent explorations show that Brazil could, if pushed, furnish 50 per cent. more raw rubber than at present and that the possibilities of Africa as a rubber exporting continent are limitless.

Gunpowder and Its Manufacture.

Written for the Tradesman.

It is not definitely known when gunpowder was first used. A few writers say several hundred years before the Christian Era. Ancient histories say that the Hindoos used some explosive substance to defend themselves against enemies. It is said that Alexander the Great, when he entered India with his army, avoided certain places and peoples because they were said to have used this mysterious fire, and that "those holy men beloved of the gods overthrew their enemies with fiery thunderbolts shot from their walls." A few early writers contend that the knowledge of gunpowder was coeval with the very earliest historic events relating both to China and India. It is well known that for many centuries gunpowder in some form has been applied to blasting rocks and in the manufacture of spectacular fireworks, although it was not until long afterward that it was directed through strong metal tubes to propel solid bodies, causing destruction and death in its pathway. It is said that the Arabs, in their intercourse with China or India, became acquainted with this substance, whatever it was, and carried their knowledge of it to the Greeks and it is thought that thus originated the "Greek fire," which enabled those possessing the secret of its composition to gain numerous victories. But this much is known, that Constantinople was several times delivered from its besieging enemies by the terrors and real efficacy of the so-called Greek fire. The skill of a chemist and engineer was equivalent to the support of fleets and armies! The Greek fire was employed on sea and land. It was poured from battlements, darted forth with arrows and javelins and launched forth in hot balls of iron and stone upon the enemy. The use of this Greek fire, and the secret of its composition, continued until the middle of the Fourteenth Century, when scientific experiments revealed the use of that compound of niter, sulphur and charcoal which accomplished a new departure in the history of nations.

The Germans claim that a Franciscan friar, Berthold Schwartz, was the real inventor of gunpowder. Others give the credit to Roger Bacon, who died in the last years of the Thirteenth Century. It is more probable that the imperfect method of mixing the component parts, by the Chinese, Arabs and Greeks, gave them a compound having only a sudden and sparkling combustion, while later experiments by Schwartz and Bacon made a more perfect combination, substantially that of the present.

Different nations, apparently without communication with each other, have long been using the best proportions of three ingredients, viz., in every 100 pounds of gunpowder 77½ pounds of saltpeter, 10½ pounds of sulphur and 16 pounds of charcoal, equaling 104 pounds, the extra four pounds being allowed for waste. For blasting purposes a cheaper and more efficient powder is made by the combination 65, 20 and 15 pounds of the respective ingredients. This last is also made coarser grained, in order to increase the time in exploding.

Each ingredient used in gunpowder should be of the greatest purity possible. Saltpeter, nitrate of potassa, as it is usually found, is unfit for the purpose, being united with many impurities. It must be twice refined, and the water expelled from it by fusion until the niter assumes a delicate white appearance.

The sulphur should also be refined by fusing and skimmed of all impurities. The value of gunpowder is very seriously affected by the quality of the charcoal used; the kind of woods used and the method of preparing the coal will materially vary the character of the powder. Woods which give a hard and flinty coal are objectionable. Whatever may be the woods employed, they are first stripped of the bark, and instead of being burned in the ordinary manner are charred to a coal in iron cylinders. Black alder, black dogwood, also willow, are generally used, the smaller twigs and branches being preferred. In the vicinity of powder mills in the United States willow is largely cultivated. It is of rapid growth and by frequent cutting is small in size. The ingredients are prepared separately, each reduced to an impalpable powder, then, in the proportions named, mixed in a cylinder arranged for the purpose. This composition is then sent to the powder mill in charges of forty to fifty pounds each.

The mill is very similar to that used for crushing flaxseed in the manufacture of linseed oil, and for obvious reasons water power only is used. The mill has two rollers, of three to four tons in weight, which revolve around a vertical shaft on beds of the same material, being surrounded by wooden sides like a tub. The bed and rollers are sometimes made of iron or compact lime or marble. The circular bed in which the rollers travel is some seven feet in diameter, and they are not allowed to revolve more than eight times in a minute. Each charge placed under the rollers is moistened with two to three pints of water. The process of mixing and thoroughly incorporating occupies only three and a half hours. It cakes together in hard lumps and is afterward granulated. The last process is pressing and glazing and thoroughly drying at a temperature of 150 degrees. This is done by the heat of steam pipes.

The manufacture of gunpowder is ranked to-day as one of the first in the great industries of the United States, the business amounting to many millions of dollars yearly.

Within the last quarter of a century a new and most fearful explosive has been discovered and placed on the market, under the name of dynamite. It is, however, chiefly used for blasting purposes.

Within the past year we have had our attention called to a white granulated powder brought from our new Cuban possessions. In the manufacture of this explosive it is quite certain that charcoal is rejected and in its stead some form of carbonate of potassa used to supply the carbon, and at the same time render its combustion practically unseen at a short distance away. Its use should be prohibited. Frank A. Howig.

This Queer World.

Isabel—"I hate to give cook my old frocks."

Clara—"Why?"

Isabel—"Oh, it is exasperating to see how much better they look on her than they did on me."

Proof Positive.

Hix—I guess your friend Meeks is coming out on top, after all.

Dix—How so?

Hix—I saw him purchase a bottle of hair restorer in a drug store the other day.

"Food for reflection," observed the ostrich, with a certain rude wit, as he swallowed the fragments of the mirror.

Shoes and Leather

Unique Methods Employed by Successful Window Trimmers.

A very successful department manager of an Eastern department store, in relating how he turned an unprofitable shoe department into a profitable one, gives a description of a special Fourth of July window that proved a trade bringer. We consider the idea such a good one that we produce it here in his own words:

Some ten days before the Fourth, the windows were dressed in patriotic style. Red, white and blue bunting was hung straight down from sides and rear of window, and red, white and blue striped ribbon was used to suspend choice samples of stock from the ceiling. Bottom of window was covered with Nile green cloth, puffed. A good assortment of summer shoes was displayed, giant firecrackers (imitation) being stuck in each, and price of shoe being painted in white on the firecracker. An extra large imitation firecracker eighteen inches in diameter and three feet high, was placed in the center of window somewhat to the rear. On this was painted in white: "Our shoe department is well stocked with stylish summer shoes."

The window was an eye-catcher and few persons passed by without stopping to find out the meaning of so many firecrackers. Not every one that looks in show windows will buy, but many customers are gained by attractive windows.

The window scheme of decoration was carried out in the department by placing large firecrackers at intervals over the fixtures. Stands were placed about the department and draped with flags. On these stands were placed busts of American heroes, the crockery department loaning these for a few days.

All this may seem like useless work to sell shoes, but people like to trade where the management seems alive, and the department did more business than it had ever done at this season.

* * *

It may require some trouble, a little expense and a good deal of patience to build this window, but if properly directed, every bit of the money, time and thought devoted to it will be well invested. It isn't the elaborateness of your display that has the greatest direct selling and indirect moral influence, but the seasonableness of it that is effective. It is these unmistakable evidences of life and energy about your store and your way of doing things that have the greatest weight with the buying public. Don't let a few cents stand in the way of any effort that may work to the good of your business.

* * *

"Clean Sweep" sales have been done and undone and overdone until the public should be sick of them even if it is not. The idea of the thing is all right, but the term "clean sweep" has become so hackneyed by over use that it has been robbed of its strength and meaning. Change the name. Make it a house cleaning sale, or any other sort of a sale that may please you, and if you give the impression that you are "cleaning out things" you can make brooms help you out wonderfully in your window and interior displays.

* * *

Procure several dozen brooms—buy them if no cheaper way can be found of getting them. Select brooms with plain (unvarnished and unpainted) handles and with fresh-looking straw of a slightly greenish tint. The number of them you will need will depend entirely on the extent of your store and the size of your windows. The handles of the

brooms should be bronzed or gilded, and this can be done at a very slight expense. Arrange a background of brooms in your window in the form of a semi-circle with the handles of the brooms meeting in the center and the straw ends around the circumference. This semi-circle should be supported by a thin strip of wood, curved to the required size and shape and the ends cleated to the floor.

To the center of each broom attach a bow of ribbon by drawing it through the straw and tying. Give the ends plenty of length and have the bow graceful. For these bows select satin ribbon, three or four inches wide, of a pretty, rich shade of olive green that has a slight tinge of myrtle.

To make the background still more effective, fill in the more open center part of the circle (that occupied by the handles of the brooms) with flowers—artificial roses (pink roses) will have the best effect. If the flowers are not available, pink ribbons may be attached to the straw end of the brooms, drawn to the center and finished with a rosette. This completes the background.

More brooms can be attached to the front frame-work of the window by the "handle end," with the straw end up and extending out towards the center at an angle. Each of these should have a bow of ribbon like the brooms of the center semi-circle.

The floor of the window should be covered with green and white crepe paper (the same shade of green as the ribbon bows) and the back of the window may be covered also—use your own judgment in this respect. A few brooms should be arranged carelessly around the floor of the window. The shoes should be displayed in "promiscuous" fashion—nothing studied or regular in their arrangement. It should be a stocky display though, but not one that will extend high up in the window. Shoes arranged on stands and scattered around over the floor will be effective. A very good figure would be to erect standards about the floor of different heights (say, two or three feet) and hang shoes on them as thick as they will stick.

In the interior, two brooms should be crossed and placed on each division standard of the shelving. These should have gilded sticks and a bow of green ribbon should be attached to each. In advertising the sale try to avoid the "clean sweep" cognomen, for this title deserved a pension years ago. Your store and methods should be different—not just like everything else that has gone before for years.

* * *

We noted a shoe store recently in which the label of every shoe carton was illustrated with a cut of the shoe. The idea is not half bad—in fact it is really a practical and easily executed one. This house has a uniform stock box and publishes a catalogue, so all that was required for them was to use the cuts with which the catalogue was illustrated, print their own labels and paste them on the cartons. The cuts were all of the same size, the labels and cartons all the same color, the style of printing and method of arrangement of type on all the labels identically alike. The result was admirable uniformity.

* * *

Too many dealers utterly disregard the importance of a uniform stock carton. To be sure it is of little consequence when cheap shoes are sold, but, if a higher class trade is catered to, there should be a neatness and uniform-

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.

Chippewa Calf

Made in Bals
only.
Plain or Cap
Toe, D, E and
E.E. Goodyear
Welts ½
Double
Sole.
They will
please you.



The Upper
Leather is tan-
ned from a
selected skin,
is tough, will
wear soft and
is easy
on foot.
\$2 00 per pair.
Write for
Sample dozen.

Bradley & Metcalf Co., Milwaukee, Wis.

==Tan Shoes and Strap Sandals==

Those wanting Tan Shoes or Strap Sandals at this season of the year want them at once. Order them from us. Full and complete line of Misses', Children's, Boys', Youths' and Little Gents'.

Hirth, Krause
& Co.



Grand Rapids,
Mich.

In Children's we carry Red, Tan and Black shoes. In Strap Sandals we carry Women's, Misses' and Children's Dongola, Patent Leather, White Kid and Tan.

ity about every detail of the store. If you are selling shoes that have an advertised name and price, and have a well established reputation, they should, of course, be always sold from the original carton. On the other hand, if you have your own special name and brands I would adopt a uniform carton for the whole stock. In every order for shoes specify the style carton in which they shall be packed and insist on the order being carried out to the letter. Any manufacturer will agree to pack them that way for you.—Shoe and Leather Gazette.

How to Win Success as a Shoe Salesman.

Success as a retail shoe salesman must be worked for.

Show me the successful shoe salesman or any other salesman and I'll show you a worker.

Put it down in your mind that achieving success is not a game of chance.

Show me the successful salesman, merchant, manufacturer and I'll show you a worker, not necessarily a physical worker, but one who uses the gray matter of his thinkery.

Train for success.

Make up your mind that anything in this world worth the having is worth working for.

One of the most successful shoe salesman I ever knew was once approached by a poor salesman who said: "I wish I had your luck," to which he replied, "I do not know any such word as luck except the luck that is spelled with a P—Pluck."

Have the pluck to start out right.

Be sure you are right, then go ahead. Learn what you are talking about by, first of all, observation.

Observe the successful salesman in your store.

Yes, I said, "your store," because you should take as much interest in your employer's store as if it were your own; he is paying you for your time and it belongs to him; his interests are yours—or ought to be.

You'll notice that the successful salesman is usually a neatly-dressed man; yes, in most cases a well-dressed man, who desires first of all to create a favorable impression.

That inspires confidence in him and what he says.

To create that confidence he must be confident, and to be confident he must know what he is talking about—whether a shoe is a welt or an imitation welt—and know how to reply when questions are asked, therefore he should possess average intelligence to keep posted by reading what is written in the trade journals, absorbing and storing away in his mind and keeping it on tap so as to have ready a courteous reply.

Whatever is worth doing is worth doing well.

Learn to fit a customer to his well-liking.

This brings me to what I consider the main point in selling:

The person who is a successful shoe salesman is usually a good judge of human nature.

He approaches the customer easily, asks him to be seated and gets down to business quickly, yet never, apparently, in a great rush asks what is wanted; talks about the merits of the leather, the good shape of the shoe and adapts himself at once to the customer's whim getting in touch with his ideas and at the same time fitting the customer and not showing too many styles.

Do not confuse an intending purchaser by showing more than a few styles.

If they do not suit take them away and in the pleasantest manner show something else.

Do not lose your temper and get to arguing—it will kill a sale.

Agree with the customer and only suggest, and usually your suggestions will be heeded.

If you do not make the sale be just as pleasant as if you had, outwardly at least; you can not help impress the person favorably, even if you have lost the sale.

Remember "you can catch more flies with sugar than with vinegar." So always and invariably be pleasant and agreeable to lookers as well as customers.—Boots and Shoes Weekly.

The Great Antiquity of Leather.

Leather is the oldest manufactured article that history mentions, and indeed antedates all records and all traditions. It was a very early day when leather was not. In the Book of Exodus mention is made of colored leather. In the most ancient ruins of Thebes, which were ruins in pre-historic times, pictures and inscriptions have been unearthed which show that the old Egyptians tanned with the bark and pods of the acacia, and also depicting some of the ancient tools and processes for making leather, leathern ropes, water sacks, shields, harps, colored leather, etc., centuries before the Pharaohs ruled, and no doubt Mrs. Potiphar tempted the blushing Joseph in dainty dongolas or in ravishing forms of low cuts in leather of many hues. The use of bark in tanning is as ancient as the art itself. Some twenty or thirty species of bark, pods and berries are known to the craft as containing sufficient tannin for the purpose, and different nations use one or another of them. The old-time Saracen used alum, the American Indian used the brains of animals, preferably deer; the Calmuck Tartars tan a waterproof leather from the skin of a sea carp, using sour milk and finishing in a dense smoke. The Russians produce their peculiar yellow by the use of willow bark, finishing with "birch bark tar," and every Russian tanner has a close communion tannery whose secrets are jealously guarded.

As is natural, processes vary greatly among different nations, some of them being very rude, and others comprising the highest use of machinery, the extended use of which in tanning, early in the Nineteenth Century, marks an era in the industry. Although the tanning of a raw hide is a strictly chemical process by which the gelatine and fibrine of the skin by the action of tannin is compounded into leather, it is somewhat singular that chemistry has done so little for the process during all these years. It has pointed out a few new materials and suggested others, but beyond this nothing. Nearly all valuable improvements have been in the direction of mechanically shortening the time. The first modern improvement forced by the demands of modern science was to substitute a tincture of the bark or "ooze" for the bark itself, and, also by heating this ooze good results were had. The great problem has always been to get rid of the ooze as fast as spent, and fill the hide with fresh and stronger. Simple as is the proposition, it is now almost as great a difficulty as at first, and almost all the boasted patents have, one after another, been discarded for the tanners' old friend and coadjutor, Time.



**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

TWO NEW SHOES

THAT ARE NEAT AND PRETTY



TAILOR MADE



DIAMOND SPECIAL

Order a sample dozen. They will please your trade.

RINDGE, KALMBACH, LOGIE & CO.
10 TO 22 N. IONIA STREET, GRAND RAPIDS, MICH.

**Speaking About Lumbermen's Overs
With Leather Tops**



We use Rubber Overs of highest grade and the neatest oil-grain tops. With heel or without heel. 8 inches, 10 inches, 12 inches or 15 inches high. Send for price list.

A. H. KRUM & CO., Detroit, Mich.

Headquarters for Rubbers: Americans, Candees, Woonsockets, Paras, Federals, Rhode Islands and Colonials.

Use Tradesman Coupons

KEY TO HIS HEART.

Finding the Fad of the Prospective Buyer.

I wonder whether half of the so-called knack of salesmanship—the supposedly inborn hypnotic power by which some men can sell others goods that they do not want, and others by the lack of it can't even sell them goods that they do want—I wonder whether all this mysterious knack isn't really comprehended in the system expressed in the paragraph:

Getting on the blind side of a man as a means of selling him goods.

I asked one of the most phenomenally successful salesman I know the other day how he accounted for the fact that he very rarely left a man's store without an order, while many a poor devil who worked a hundred times as hard often couldn't get an order in a whole day.

It has always been of great interest to me—the secret of salesmanship. It has never seemed to me to be a matter of method, and this has made it all the more mysterious.

This salesman laughed when I asked him.

"I know there is a crazy idea," he said, "that a man who can sell goods has some curious knack that some do not have. It's all bosh! There's no curious knack about it. It isn't even necessary to be a very accurate reader of human nature. All you need is ordinary horse sense and the ability to use it.

"I can give you in a mighty few words the secret of whatever power I have," he continued. "When I was a young man the first road work I did was to sell groceries to consumers for a big retail house. As I say, it was the first selling I had ever done, and I was a boy fresh from business college, and didn't have very much confidence in myself. I was anxious to give it a try, but somewhat timid.

"My first trip was to take in Wilkesbarre, Pa. The firm had a big customer there who was a very cranky individual, and always had to be delicately handled. The man who had been selling him had died, and that was the only reason I had been put on.

"The old gentleman who was my employer told me about this fellow several days before I started out: 'You'll have to handle him very carefully,' he said, 'because he is extremely eccentric and is liable to cut you off with a snap if anything you say, or even an action, strikes him wrongly.'

"Nice prospect, wasn't it, for a boy on his first trip?

"Now," said my employer, "I'll give you the same key to the situation that I gave Jenkins (Jenkins was my predecessor). This Wilkesbarre man—he's a lawyer—is passionately fond of paintings. If you can reach him through that, you're all right."

"Well, it seemed to me then that a good deal more depended on selling that particular man than I would think depended on it now. Do you know that I actually got a little book on art and studied it—literally studied it—at nights until I went away? When I left for Wilkesbarre I knew a very tidy little lot about art—of course in a very superficial way. Then just at that time some very celebrated painting was being discussed in the newspapers and the reviews, and I read everything about it I could lay my hands on.

"When I got to Wilkesbarre I went straight to this lawyer's office in fear and trembling. He only had one office

—no anteroom—and the walls were covered with splendid paintings. He was busy when I went in, and that gave me a chance to look at the pictures and frame in my mind a few wise remarks to make about them.

"After he got through he said, in the gruffest possible way:

"Well, young man, what d'ye want?"

"I want to talk business with you in a minute, Mr.—," I said, after the lump in my throat had gone down, 'but first let me ask you a question about this Corot. Isn't it a fact that this picture has an unusual amount of atmospheric technique for a Corot?"

"It was an intelligent criticism, for I had been reading about Corot's paintings.

"Well, the old fellow simply stared at me for a minute, and then he opened up. He came over to where I was, and took me the circuit of the room, talking about the pictures as we went. I was able to hold up my end about them fairly well, and when we had gotten through I had been there for forty-five minutes, and wondered how on earth anybody could have ever thought the old fellow cranky, or been afraid to call on him. I got a nice order out of him before I left, and sold him after that for four years.

"I got my foot in it in one way by that bit of enterprise," he added: "the old fellow would never talk about anything but pictures, and I simply had to keep my reading up in order to hold up my end. I'm not even a little bit interested in art subjects, and I had to swallow a whole lot of stuff that tired me to death.

"Now, to point the moral," he said, "the success I had with that scheme opened my eyes. I made up my mind that every man had his fad, just as this lawyer, and that if I wanted to succeed on the road I must find out what that was. And that is what I have done from that day to this. The first thing I always laid out to do was to find out in some way what a man's craze was. Sometimes it was pictures, sometimes photography, sometimes pigeons or chickens, and sometimes women or poker. Whatever it was, in some way or other I found it out as soon as I could—sometimes through other salesmen; sometimes through the fellow himself. And I have never yet been turned down when I started in to sell a man with the positive knowledge that he was an enthusiastic pigeon fancier, and had taken seven prizes at the county fair, or something else like that.

"I have done business with some big men that other salesmen could not reach at all. Why, I sold a big bill of goods once to a fellow that the head of our firm hadn't even been able to see. I succeeded just because I found out before I went there that the old fellow was very susceptible to flattery. I approached him first, therefore, to ask his personal influence for a charitable movement which had been started by a friend of mine, and to which I generously lent my valuable services for the time being. I got acquainted with the man at that interview, for I had gone there on a purely complimentary mission—told him, in effect, that we simply wanted to be allowed to say that 'Mr. So-and-So was in favor of the movement,' so that its success could be assured. The old duffer took the bait like a hungry fish. In a few days I went to see him again, laid on another coat of taffy, and got a splendid order out of him.

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.

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.

ESTABLISHED 1868

The Roof

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.

H. M. Reynolds & Son
Grand Rapids, Michigan

Detroit, Michigan

"That's the whole secret and the only secret there is in selling goods," he finished, "getting on the blind side of every man you go to. I know it is, because several times I have run across men who had no fad at all—odd creatures, but there are a few of them—and I have always fallen down with them completely."

I believe this is good, sound common sense. But what a gigantic lot of useless information a salesman who does this must acquire in the course of a year!—Stroller in Grocery World.

Contempt for Commerce a Thing of the Past.

One laudable change in England is that a contempt for commerce, which once flourished in the higher social classes, is now everywhere discouraged. James Payn says that sixty years ago the gilded aristocracy looked down on every one who derived his income from such a source, save bankers, whom they dared not despise. Young men thought themselves heroic in preferring a profession, with probable penury, to an assured competence with their hands soiled by trade. This absurd prejudice is now as much ridiculed by young men as by the old. One aristocratic youth lately became engaged to the ward of a gentleman belonging to the old school, who thought it necessary to apologize for a certain blot on her scutcheon. "I have to confess, my dear sir," said he, "that her family has been quite recently connected with trade." "I am sorry—" began the young man, gravely. "So am I," put in the old gentleman, testily. "But it can't be helped." "I was about to say," continued the young man, "I am sorry that you should have thought me such a stupendous donkey as to care twopence about it."

Denmark claims that there is not a single person in her domain who can not read and write.

Making Your Advertising Space Pay.

There are too many merchants who seem to feel that if they pay their newspaper a certain sum of money for a certain amount of space then they are entitled to get the money back and a great deal more.

They seem to have an idea that paying for space constitutes advertising and that the newspaper must do the rest.

This is a far from correct theory.

The newspaper does not owe you results. All it can do is to turn over the space to you to be used as you may wish. Having done this it has done all it can do.

Whether you get profitable results or not depends wholly upon whether or not you use your space properly.

If you fill it with meaningless generalities, or are careless about having fresh, bright, readable and convincing advertisements, you are not entitled to results and have no reason for expecting them.

Advertising isn't an accident nor a lottery.

Of course there are some times when an advertisement from which nothing was expected shows good results and there are times when what seems to be a good advertisement turns out to be a total failure.

But in the long run you can calculate results from advertising just as certainly and correctly as you can figure out profits in anything else.

Filling your space with poor stuff is a criminal waste of it.

Filling it with really good advertising will make it a thoroughly profitable investment.

When you hear a man say that he advertised in his newspaper for a long time and never got his money back,

your first thought is that the newspaper is no good.

In ninety-nine cases out of a hundred, however, the fault is with the man and not with the medium.

Newspaper advertising is the best advertising, as a rule, and the cheapest. It can not help but be.

The newspaper is the natural method of communication between the home and the outer world.

Your newspaper goes practically to everybody whose trade you are after and your advertisements reach the eye of all the people whose business you could handle.

Whether it goes further than the eye or not is something that you have got to look out for, and study for, and work hard for.

Advertisements that stop at the eye and do not go on to the brain with convincing power are the advertisements that do not pay.

If you talk to people through your newspaper in a way that will make them feel that you have things to sell that they ought to buy, and that they will make a mistake if they buy them somewhere else, you are going to get the business surely and certainly.

There is a tremendous amount of newspaper advertising being done, but not so much as there ought to be.

In every town there are a large number of merchants and business men who never think of advertising.

Very many refuse to advertise because they can not afford to use as big spaces as some of the larger merchants or the department stores do.

This is the poorest excuse in the world.

Just because you can not advertise

largely at first is no reason why you should not advertise at all.

If you can not have large spaces have small ones.

If you use care and thought enough you can make your little advertisements one of the features of the paper and just as sure to be seen and read as the big half-page announcements.

If you have, for instance, from three to six inches of space and treat it intelligently you can make it stand out and make sure of its being read by practically everybody who sees it.

Probably more people read the advertisements of Rogers, Peet & Co. in the New York papers than read any other newspaper advertising of any sort whatever.

Yet these advertisements are small and not particularly conspicuous. They always have a picture that is characteristic of the advertising and a fair eye-catcher.

The advertisements are read, not because they are large, or bold, or striking, but because they are always good and will repay perusal.

The smaller class of merchants throughout the country who do not advertise at all could easily afford to use as much space in their paper as Rogers, Peet & Co. do in the big New York dailies.

If they would do this and do it well they would find their business constantly increasing, and as the business increased they could, of course, afford more space and gradually build up a business worthy of the name.—C. A. Bates in Good Advertising.

Land on which rubber may be raised in Mexico can be bought for from \$1 to \$15 an acre, not cleared.

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

Woman's World

The Athletic Woman at Home.

It must be confessed that as, a rule, women do not take kindly to exercise. No form of athletic sport has ever made any real appeal to us. When we are young and flirtatious we may play a mild game of tennis, but the wild wave of bicycle madness that swept over the country never went in more than skin deep with us; not even the reward of being esteemed smart and fashionable has ever inspired the slightest enthusiasm in golf and we actually don't walk unless it is a case of poverty or penance—unless we lack a car fare, or are scared to death about our waist measure. When we exert ourselves we call it work, and spell it with a big W, and we don't pretend we are doing it for fun.

Such being our own point of view, we have been rather in the way of thinking that the athletic woman was as much of a myth as the new woman—that aggressive female who goes off to her club in the evenings and leaves her husband at home to mind the baby—of whom we are always reading and whom we have never seen. The athletic woman does exist, however, and in Chicago she is very rich and swell and has built for her pleasure a club house that has not its like in all the world.

There are women everywhere, of course, whose idea of ablution runs all the way from a lick-and-a-promise rub with the corner of a towel to a daily Turkish bath. There are others who make spasmodic jabs at a punching bag or swing an Indian club now and then—when they don't forget it; but here, for the first time, is a club where women may pursue every form of physical exercise in its most scientific form and where the baths equal the ancient Romans in their luxury.

I had been invited to inspect this superb club house, which marks one of the most significant phases of a woman's development, and yesterday the sun was shining gaily and the little white-capped waves were furrowing the blue of the lake, as I strolled down Michigan avenue just past the Art Institute and pushed open the aesthetic green storm-doors that guard the portals to the Woman's Athletic Club.

A small and alert butler in a smart livery stands on guard and ushered me across a beautiful big hall into a parlor all done in softest shades of green and lighted by unseen electric lamps that diffused a soft glow over the room. Every few moments there was a swish of silk skirts across the mosaic floor of the hall and a woman would enter and make her way to the gymnasium, or bowling alley, or cafe, or reading-room, and I had my first actual experience of woman taking her ease in her club—a club that was not for studying anything, or reforming anybody, but simply and purely for relaxation and enjoyment.

There is always a woman in the case, you know. In this case it is Mrs. Paulina H. Lyon, who is responsible for the Chicago Woman's Athletic Club, and in a few minutes she was in the room telling me how she did it. About two years ago she had the bright idea that Chicago was suffering for an athletic club exclusively for women—not any old thing of a club, but something that was luxurious, unique, unlike any other club women had ever known. She sent out 1,000 invitations to society women to meet at the Auditorium and consider

the plan. Thirteen came. These were frightened at the boldness of Mrs. Lyon's scheme and advised her to give it up. She didn't, however. She knew she had a good thing and she pushed it for all it was worth. She organized a stock company. The bonds sold like hot cakes. A fine building was leased on Michigan avenue. A hundred thousand dollars was spent on beautifying and arranging it and in precisely one year from the time of the discouraging conference at the Auditorium the Woman's Athletic Club gave its first public reception on its opening night. This month, prosperous and growing, a lusty two-year-old, it celebrates its birthday. Mrs. Lyon is still its active manager. She makes all contracts, handles the money and has a right to feel that the club has proven many things, not the least of which is the upsetting of the popular fallacy that the feminine financier is a foredoomed failure. Mrs. Lyon belongs to the distinguished Bourroughs family—John Bourroughs, the naturalist, and F. R. Bourroughs, the founder of the old Chicago, are her near relatives. She is a thorough society woman, and

as she sits in her beautiful little office, all Flemish oak and tapestry, it adds a certain piquancy to the scene to know that this handsome and gracious woman, with the young face and the snow-white hair and the modish gown, is considered one of the shrewdest and most successful promoters about—so clever she has been asked and is now organizing a similar enterprise to the Chicago Woman's Athletic Club in New York and San Francisco.

Mrs. Lyon is, of course, a busy woman and she delegated to a pretty white-capped maid the task of showing me over the building. From the beautiful hall, with its mosaic floor and fine black oak staircase, there opens on one side a pretty little room, with rose-pink walls, and heavy curtains of green brocade that make little booths for the hairdresser, where my lady can indulge in a leisurely shampoo after her Turkish bath. At the far end of the main hall a door gives upon the swimming pool. Here all is glittering white and gold and the picture seems almost oriental in its splendor. A narrow gallery floored with white marble runs around three

sides of the apartment. Tall pillars of snow-white marble reach to the ceiling and brass-railed steps lead down to the pool, which is 65 feet long, with a depth of nine feet at one end and three feet at the other. The light comes filtered down through great globes of iridescent glass and as it touches the crystal water it turns it into a rainbow of color. A narrow flight of steps runs from the swimming pool to the basement, where are the dressing rooms and lockers for the swimmers and a superb and perfectly-equipped bowling alley. Here, too, are a system of unsurpassed Turkish bath-rooms, all in white marble and white tiles, and a room for Swedish movements and massage.

Back of the swimming pool is the gymnasium, with every exercise appliance, from ropes and ladders to rowing machines and punching bags and a running track. Here, too, are taught fancy dancing and fencing, both of which are the athletic fads of the moment.

The second floor is equally complete and luxurious. Here are the resting-rooms, the walls covered with denim in

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

soft shades of green, the woodwork of white, in Empire design, a thick carpet under foot and in each little apartment a snow white couch. The attendants moved about noiselessly. There was no sound except a vigorous pounding that came from behind a closed door.

"Good heavens!" I cried, "what is that? A fight?"

"Only one of the ladies taking an alcoholic rub-down," the maid replied, and thus reassured I was enabled to turn my attention to a particularly appetizing lunch an attendant was bearing to another lady, who found that the Turkish bath had left her with an appetite. On this floor is also the electric bath, with its big battery, that is said to have no equal as a beautifier. Here also is the cafe. A high wainscoting of black oak runs around the room and the walls above are finished in burlap in Pompeian red. A huge Dutch fireplace fills one end of the big apartment and the windows at the other end look out upon the beautiful Art Institute, the shifting panorama of the street and the sapphire blue waters of the lake. Add to this a reading-room, full of easy chairs and couches, finished in shades of brown in wall and floor and furniture, and with tables piled high with illustrated papers and magazines, and you have the picture of the luxurious home of a woman's athletic club.

A woman's club without a moral, however, is like an egg without salt—it lacks flavor—and Mrs. Lyon and her able coadjutor, Mrs. Charlotte Barnwell Murray, claim that the athletic club is more than an amusement. It is a mission. It preaches the gospel of health and strength.

"It used to be," said Mrs. Murray, who is the Professor of Gymnastics, "that when a woman woke up in the morning headachy and feeling cross and out of sorts, she tied her head up in a handkerchief and went back to bed and took a dose of medicine. Now, if she's athletic she comes down here. I put her through some good exercise. She takes a Turkish bath afterwards and is rubbed down and goes to sleep for a half hour and gets up feeling fit for anything. To my mind the most hopeful sign of the times is that women are taking to exercise instead of drugs."

"Who are our most enthusiastic members? Married women mostly—any who are beginning to go off in their locks. Those who are scrawny come to develop themselves, those who are fat to work off superfluous flesh. It is only in the last few years that women have discerned that beauty is health and that health depends on exercise. At the end of the season, when society women have been keeping too late hours and eating too much, many of them come down here and take a regular course of gymnastics. You would be surprised to see how soon the flesh that has gotten flabby grows firm and dull complexions get clear and rosy. You know, members have the right to have their children exercise at the gymnasium. I have little tots in my class whose work would be creditable to professional athletes; more than that, they are going to grow up with splendid physiques. There'll be no narrow-chested, stoop-shouldered, weak women among them."

"How much does it cost to belong to the Chicago Woman's Athletic Club?" I enquired with bated breath—and an eye on the decorations.

"One hundred dollars initiation fee and \$40 a year dues," was the reply. "Of course, this doesn't include the

Turkish baths, or massage, or fencing, or fancy dancing lessons, or—"

"Cheap enough," I interrupted with the airy nonchalance of a person to whom money is of no consequence. "What's wealth to health!" And indeed it seemed to me that the athletic Chicago club woman gets the worth of her money at every turn.

Dorothy Dix.

Test of True Beauty in Woman.

It is not the woman of the perfect profile and the cloak model figure who endears herself to those who know her, but the one whose sweet unselfishness and charming cordiality give her first position on our list of friends. Some of the most beautiful women have the fewest friends, their vanity and egotism overpowering all the good with which every true woman should be endowed.

The face may be ever so lovely and the form divine, but it is the heart and soul that tell whether or not one is a beautiful woman or merely a perfectly made and exquisitely molded human being without the necessary adjuncts of kindness and tender emotions. Sympathy, in conjunction with honesty, counts far more than rosebud mouths and sunny eyes and perfect complexions.

The desire to be beautiful is praiseworthy, but it is unwise to allow the physical beautifying to predominate. Unless the mental beauty is there, the physical loses much of its charm. An affected manner is always noticeable and detracts from the attractiveness of the person who assumes it. Be natural. Be yourself. Do not try to imitate some other person. There is a certain undefinable charm about the woman who is unassuming but dignified in her manner; free from affectation, and hence bearing a personality all her own, stamping her with an individuality at once honest and sincere.

The woman who takes up your time with petty gossip is not a beautiful woman, although she may have all the physical perfection. Chit-chat that destroys reputations and makes mischief can only disgust a woman of wholesome mentality. Neither is the condescending, patronizing woman beautiful. She only antagonizes those whom she deems inferiors and disgusts the people she delights to consider her equals.

The woman or girl who talks in a high voice in street cars or other public places is disagreeable in the extreme, but the most selfish is she who bores her friends with her depressing complaints. Constantly dilating upon her own woes tends to give the face a woe-begone expression anything but pleasant to behold, and transforms the once melodious voice into a nasal, whining discord, which grates most exasperatingly upon the ear of her listener. A woman who indulges in this practice could not be beautiful even although she possessed the most exquisitely molded features.

Cora Stowell.

The Medico-Legal Journal condemns the New York ordinance prohibiting the sale of skim milk as a most unwise and improvident as well as an unsanitary condition of things, and says there should be remedial legislation to correct the present abuse of preventing its sale. It says that as a matter of fact no animal food compares, pound for pound, with skim milk as a food product. No doubt this is true and such ordinances should simply prohibit selling skim milk as anything but skim milk. The wrong in such sales usually consists of misrepresentation.

Crockery and Glassware

AKRON STONWARE.

Butters

½ gal., per doz.....	40
1 to 6 gal., per gal.....	5
8 gal. each.....	44
10 gal. each.....	55
12 gal. each.....	66
15 gal. meat-tubs, each.....	1 05
22 gal. meat-tubs, each.....	1 40
25 gal. meat-tubs, each.....	2 00
30 gal. meat-tubs, each.....	2 40

Churns

2 to 6 gal., per gal.....	5½
Churn Dashers, per doz.....	84

Milkpans

½ gal. flat or rd. bot., per doz.....	40
1 gal. flat or rd. bot., each.....	5

Fine Glazed Milkpans

½ gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	5½

Stewpans

½ gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10

Jugs

½ gal., per doz.....	55
¾ gal., per doz.....	45
1 to 5 gal., per gal.....	6½

Tomato Jugs

½ gal., per doz.....	55
1 gal., each.....	6½
Corks for ½ gal., per doz.....	20
Corks for 1 gal., per doz.....	30

Preserve Jars and Covers

½ gal., stone cover, per doz.....	75
1 gal., stone cover, per doz.....	1 00

Sealing Wax

5 lbs. in package, per lb.....	2
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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, No. 1.....	45
Security, No. 1.....	60
Security, No. 2.....	80
Nutmeg.....	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun.....	1 45
No. 1 Sun.....	1 54
No. 2 Sun.....	2 25

Common

No. 0 Sun.....	1 50
No. 1 Sun.....	1 60
No. 2 Sun.....	2 45

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 2 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.....	4 75
5 gal. galv. iron with spout, per doz.....	4 25
3 gal. galv. iron with faucet, per doz.....	4 25
5 gal. galv. iron with faucet, per doz.....	5 50
5 gal. Tilting 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 28
5 gal. Pirate King.....	9 50

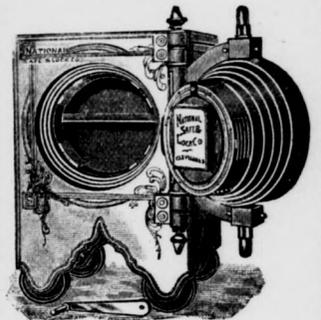
LANTERNS

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

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

The National Safe & Lock Co.



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

Can Not be opened by the jarring process.

Absolute Proof against the introduction of Liquid or Dry explosives.

Locking Action the quickest of any safe.

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

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

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

Estimates furnished on all kinds of safe and vault work.

Office and Salesroom,
129 Jefferson Ave.,
Detroit, Mich.

W. M. HULL, Manager.

Foolish People

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

Try Our



5 cent Cigar

Finer than silk.

The Bradley Cigar Co.,

Mfrs of the

Hand "W. H. B." made

Improved to center.

Greenville, Mich.

Clerks' Corner.

Make Your Employer's Business Your Own.

Plunging immediately into the subject, to benefit your employer you must sell goods; to sell goods you must have customers; to have customers you must get them and what is more, keep them. If you are in the advertising department you may think you are an important factor in the getting of customers, but if you are behind the counter you must know that you are.

To benefit your employer in this direction you must cultivate those qualities of person that will draw people to you. This may seem a hard and uncertain task, but remember that attractive personalities are grown by the activity of life, not the accident of birth. You must greet your customers with a cordiality that shows your personal interest in them, and the peculiarities, limitations or possibilities of every individual make them worthy your study, interest and acquaintance. You must "size them up," know the things that interest them and talk of those. Here comes in the value of experience. - You must have acquaintance with farming, the trades, labor in cities, the professions, political parties, social sects, religious denominations, society of all castes, from the Frenchman's demimonde to the German buerwelt. Through all of these do you reach people and draw them to you. Part of this knowledge can be obtained from books and the daily newspapers, but if acquaintance with these different classes of people has been gained by actual association with them in their daily life, you are in possession of a valuable handicap in the race to benefit your employer. When you learn to forget yourself and talk to people of what interests them, instead of telling your own troubles and successes, you will have found the secret of drawing people to you.

The next thing is never let slip an opportunity of extending this study. In the lulls of business, engage your customers in conversation concerning themselves and their interests. On the street car, at the dinner table, everywhere, you meet people whom you pass in silence that, with a little adroit study and tact, can be drawn into a conversation; and with the sympathy of your acquaintance they will seek you in purchasing. Don't be exclusive or "swell" in your associations either in or out of business hours. Meet everybody with the same cheery welcome, and, with practice, you will find that even the surly old stock exchange aristocrat behind his paper in the corner, suffering from gout and corns, can not resist the pleasure of your sympathy. Knowing you he will naturally require who and what you are and drift to you in business.

You want practical helps in attaining this tact? To get the right frame of mind read Emerson and then study the people. Continually forget yourself and speculate on the condition of the mind, aspirations and "hobbies" of those about you. You must be the master of a thousand hobbies, and careful observation will secure you this. Never miss an opportunity of forming an acquaintance and exchanging cards or names, even although it be a street sweeper of the gutter or a coal stoker of an excursion boat, met during your outing. Take an interest in all people and they'll take an interest in you. Know

their needs and they'll want you to supply them.

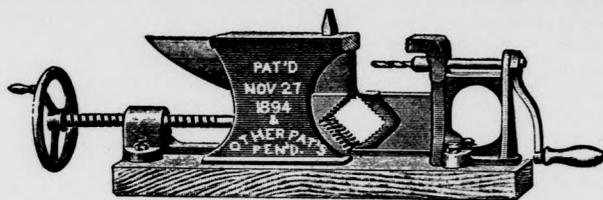
To keep the customer is the really important part of your business. Do this, but do not leave what goes before undone. Your object is not to sell goods, but to keep your customer. The loss of one sale for not having something wanted is not to be compared with the loss of a customer by substituting something not wanted. You must know also the policy of your employer in dealing with the public and be firm in that policy. If it is "no credit," don't offer any encouragement to credit; if it is "sell at market price," don't make little concessions to your friends. The public will find you out and it requires impartiality of a business institution as severely as of its public officials. Be sure your customer knows what he is getting. If he insists on buying a cheaper article tell him what its qualities are and after he has paid for it add a few more disparaging remarks; then, if it is of no account he will not be dissatisfied, but will know the wisdom of buying a good article. Otherwise he will have gained the wisdom, but he'll go somewhere else to buy the article. When a boy I bought a blue serge coat for \$4 and the salesman never said a word about it except the price. I thought I was getting a nice, silky serge that would wear, and although I got my money's worth I never went there again. After a determination to have and keep a good understanding with your customer comes, lastly, the most important of all, the selling.

In this, as nowhere else in the world, knowledge is power. The majority of your customers do not know what they want and you must find out for them. They tell you their needs and you must know your goods. It is not enough that you know what you have in the house and its price. You must know all the uses that can be made of it and also as much about its origin, if possible, as the man who made it. Never miss an opportunity to visit a manufactory of any kind, and go with your mouth and eyes open—asking questions and seeing. Study books on staple products. Very often a little explanation about the difference between "sea island" and "short staple" varieties of cotton will sell a bolt of muslin; some peculiarity in the growth or handling of the fruit will sell a crate of canned goods. Worthless facts in themselves, but valuable in their use.

If you look along the shelves of your general store you will find materials the source of which will take your spare time in study for the next twenty years. Their uses would occupy you nearly as long. All this comes after you know your stock thoroughly. How many know that? Not all; if you did you wouldn't leave that box of last year's lawns to spoil in the cellar while you sell from the latest styles that would find good sale later in the season or even next year. The best way to benefit your employer is to be alive to the possibilities of your occupation. When you have mastered the technicalities connected with commercial exchanges you are worth more to the world than any college graduate on the eve of any commencement.

Watch your customer closely and know when you have made a sale. Perhaps you pass by sales unnoticed. Don't give him an opportunity to say "No!" but ask him (at the right moment always), "Now, which of these do you prefer?" or, "What else to-day?" The

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.

Here It Is!

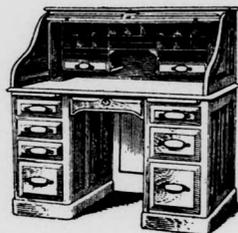
The Holmes Generator



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

Holmes-Bailey Acetylene Gas Co.
Manton, 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.

blunt, "Do you want this?" has lost many a sale.

In keeping and arranging stock never take orders from your employer—always anticipate them—you are among the stock more than he and ought to know its needs better. Don't let him ask you to do anything if you can help it. Be ahead of him and have the thing done. If you are what you ought to be after five years in the business you know more about it than he does, anyway. He knows it. But don't let him know that you know it. When you come down in the morning just imagine you own the whole institution and then you'll do the things that best promote the interests of your employer. J. H. Dietz.

Why Clerks Should Read Trade Journals.

In an article entitled "The Clerk Who Reads," in a recent issue of the Saturday Evening Post, William H. Maher dwells on the importance of employes reading the trade papers. He says: "A clerk who studies his trade paper and avails himself of every hint to gain business will not be a clerk forever." In illustration of this claim, Mr. Maher quotes the following incident:

A dry goods dealer who does a business of a million dollars a year, and watches every detail himself, said to me as he pointed to a bright young man of twenty: "There is my future manager; he is the only one of all that crowd who cares to read our trade paper, or who wants to know where things come from or how they're made."

Only one in all the crowd. That is a pretty severe arraignment of the retail employe; and a correct one—in some cases. We can beat it by one example that came under our notice last week.

A member of a big retail firm in the West recently offered to pay half the amount of the subscription to the Counter for each employe who was willing to subscribe the other half. Out of all the crowd only five came forward.

But don't blame the employes; blame the house. A wide-awake concern should never allow its help to get into such an apathetic condition.

We suggested this to our informant, who occupied an advisory position in the house referred to. "Yes," he admitted, after some hemming and hawing and other evidences of diplomatic reluctance, "I told my people that they ought to do something. I suggested that they send some responsible person around to the other stores in the city and pick out such salespeople as were found to be particularly bright and efficient. I advised them also to give notice that one member of the force would be discharged each week until the staff should be gotten into better shape. Those two things would have revolutionized the store service in less than a year."

We do not say that the firm did this. We quote these remarks merely to show that the store is in bad shape whose clerks are not anxious to improve themselves by reading, and that where such a condition exists it will pay the merchant to take prompt and radical measures.

Not a single reigning family in Europe belongs to the nation over which it rules. The Austrian royal family, the Hapsburgs, are Swiss, as are also the Hohenzolerns, Emperor William's family; Denmark's king is a German, the king of Belgium a Saxon; Alfonso, of Spain, is a Bourbon; Humbert, of Italy, is of a family from Savoy, and George, of Greece, is a German.

New Cancellation Ink.

Government officials believe they have discovered a new cancellation ink which will be of great value to them. It has yet to be tested, however, and it may not meet with the success which its makers claim for it. For many years the Federal officers who have to do with revenue and other stamps have found the Government was victimized by a class of swindlers who utilized cancelled stamps, made clean by clever processes for removing ink. When it was found impossible by any device to remove the disfiguring ink, the swindlers used parts of the stamps which had not been touched by the ink of cancellation. Of course, in such patchwork a good many stamps were sometimes required, and only stamps of the higher denomination were used.

The new ink is said to be indelible, and possesses such qualities as to change the color of the stamp to which it has been applied when any attempt is made to soak the stamp in water. The Government officers have been anxious to secure some means of discouraging this species of fraud, but no ink has appeared sufficiently strong to prevent the erasure of the cancellation in some instances, and the using of uncanceled parts of stamps in others.

At times the frauds practiced on the Government in this respect have been extensive, and it has been a difficult matter for the secret service men to locate the offenders.

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.

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.

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.

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

Write us when in the market.

Kalamazoo Case & Cabinet Co.,

Kalamazoo, Mich.

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.

Hardware

Rambles of a Manufacturer Among Hardware Jobbers.*

A year or more ago I made some arguments before the National Hardware Association at Pittsburg in regard to trusts. Up to the present time trusts have been of doubtful benefit to the jobber, and, as has been said by one of the Western jobbers, where before the buyer exercised some independence in obtaining his goods as to payment for same, terms of settlement, etc., with the trusts, this independence has been lost, the jobber being forced to take what the trusts offer in the way of settlement.

Witness the reluctance of some of the trusts to grant the time-honored custom of a cash discount, as one of the points jobbers have had to contend with. And, yet, in considering this matter of trusts, jobbers, themselves, to a certain extent, are responsible for them. A few years ago every jobber, through his buyer, was bringing all his guns to bear on the manufacturer not to uphold the turning out of a first-class article at a fair margin of profit to the manufacturer so much as to obtaining from that manufacturer, by every known device, a reduction in cost with which he (the jobber) in turn might get at the retailer and meet his competing jobber by a cut in prices, this all resolving in putting the cost of manufacture down to such a point that the manufacturer was confronted with the almost absolute necessity to either reduce the quality of his goods, or sell out and retire from business. This pressure brought to bear on the manufacturer by the jobber gradually forced the manufacturers in self-preservation to combine each with the other, to see if some basis could not be established by which a fair price could be obtained for a first-class article and a margin of profit remain in the hands of the manufacturers. Here was the real starting point of the trusts, which to-day are proving so annoying to the jobber.

Other points of vital interest to the jobber to-day are covered by the department stores, catalogue houses, etc., and I am of the opinion that this is to be one of the hardest propositions for the jobbers to consider. It is hardly right to the manufacturers that they should be asked not to sell to department stores or catalogue houses. It is almost legally certain that were the department stores and catalogue houses to take the matter in hand they could force the manufacturers, as companies or trusts, to sell to them at market prices; and it is to a certain extent a fact to-day that leading manufacturers in any line of hardware throughout the United States will sell, at some price, to any large catalogue house or department store that may ask for their goods. The manufacturer may beg the question as to selling them, but were his books in evidence the accounts would probably be found there.

I must say, in justice to some of these department stores, that they are not the vendors of cheap hardware, which many jobbers contend is what they are placing on the market in connection with the regular trade.

While on a hunting trip to the Rocky Mountains about a year ago, I called on a hardware dealer in Livingston, Mont., and asked the proprietor, "What file do you sell?" to which he replied, "Really, I don't know; I buy most any

*Paper read before Southern Hardware Jobbers' Association by James S. Foot, of New York.

file that is offered to me when the jobbers come along." Here was a case where certainly the jobbers of the West were not endeavoring to inculcate in that man's mind a desire to sell a first-class article.

Later on, when with my guide in the mountains, I noticed one of them had a well-made hickory ax-helve. I said to him, "Where did you get that helve? I have noticed no hardwood growing here." He replied, "Well, I sent up to Livingston, but you can't ever find anything that is any good there, so I just mailed 35 cents to Montgomery Ward & Co., of Chicago, and had them send me on the ax-helve, which, with postage, cost me just 35 cents, or what I would have had to pay for it in Livingston; and I find if I wish to get any first-class article I must send to M. W. & Co. for it."

This illustrates just a little the fact that department stores are not selling only the cheaper class of hardware; and I know from personal experience that in years past I could sell the house above referred to my own brand of files, but nothing special, as their buyer distinctly said, "We wish only well-established, well-known brands of goods, first quality in every way, and do not care for specials." And this man at the same time was placing orders for axes in car-load lots, as well as saws, from the leading manufacturers in the country.

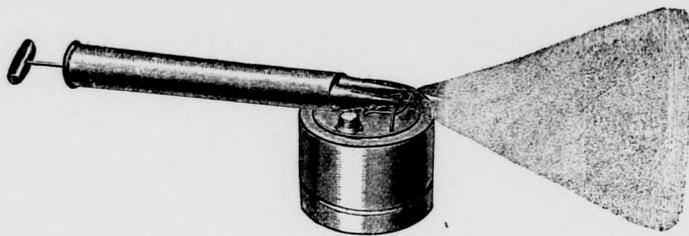
When I confronted one of the largest jobbing men in the country as to the position he thought a manufacturer should take in connection with a department store manager of the character above described, he said, "Well, as for me, if I haven't as much 'gray matter' under my hat as any department store manager, I think I'll go out of business."

To another jobber I said recently, "How do you take the departure of some well-known houses now selling lines not in the nature of hardware?" to which he replied, "The day is coming when the jobber must find out what the town in which he is selling goods wants, and if he can not sell it to the retail hardware store, let him take it to the drug store." I then said, "You are virtually becoming a department store dealer;" and he answered, "Yes; why not?"

And it is surprising how diversified the jobbing hardware trade is becoming. Some years ago, when visiting one of the hardware stores of the Northwest, I was shown one department where with butchers' supplies they had barrel after barrel of sausage cases in brine with which to make frankfurters and bolognas. A year ago, when going through another hardware house in the West, on one of the top floors I found quite a force of hands devoting themselves to the manufacture of harness, for use in lumber camps, and adjoining this work room another where there was a well-established manufacturing tin department, and kettles and pans, big and little, were being made for their lumber trade.

With such departures in the hardware jobbing trade, is it not possible that the jobbers will be forced to come nearer to the department stores and cater to the general wants of a town rather than to one special line of customers in said town? Witness the fact, within the past fifteen years, how the strict lines of the agricultural store, the tin and stove store, the house furnishing goods, plumbers' supplies, and the retail hardware store have been obliterated. It is

INSECT SPRAYERS



We are the manufacturers and make a full line.

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

Alexander Tubular Furnaces

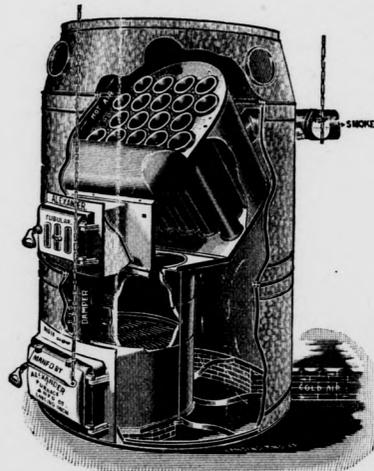
Before buying a new furnace investigate fully the Alexander's points of excellence:

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

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.

now a very common thing to find all of these trades combined under one roof, and known as a hardware store. If the retailers are developing a consolidation to this extent, is it not possible that the jobbers in turn may be forced to do so?

There is a tendency with some jobbers to turn down a well established line of goods in order to save perhaps 2 1/2 or 5 per cent., rather than be loyal to the manufacturer, as his agent or representative. It is hard for the jobber, with competition staring him in the face, to let an extra 5 per cent. go by, when perhaps he can convince himself that the quality is good enough anyway, and will suit his trade.

Your traveling salesmen are not so much bent on reporting every day as to who has made a cut in price, but rather as to what orders they have taken, and at what profit, which in many instances is based on their percentage of increase in salary through increased profits to the house they represent. This to the manufacturer's mind has been one of the strongest points accomplished by your Association. Then, again, your conferences on freight matters, as to classification, competing shipping points, etc., have not only benefited the Association, but to a certain extent have been of direct help to the transportation companies.

The question of stocking goods has also received great consideration at your hands, resulting in greater economy to the jobber in not carrying an excess of goods, but increasing his stock on those sizes and kinds for which there is the greatest demand.

But, are the jobbers not inclined to be too arbitrary with the manufacturers as to the price that they (the manufacturers) establish in selling to a retailer? For example, they will tell the manufacturer to sell to a retailer at 75 per cent. off; to the jobber at 80 per cent., and yet we are aware of the fact that it is absolutely necessary to establish a scaling price as between the small retailer and the largest retailer or small jobber. This the manufacturer claims his right to do and in turn the jobber contests his so doing.

Again, jobbers will instruct the manufacturer's salesman that under no consideration must he go to such and such a city, as it is too near him to allow of competition. If a salesman is thoughtful and conservative, and does as requested by the jobber, he fails to establish a connection in this small city, which will be taken by some competing manufacturer, or else by a syndicate buyer, who will, in turn, attach the dealer in the small city to his list, of which the original jobber is a member, thereby making him a competitor of the very jobber who objected to the manufacturer's going to that city. This is a case where the syndicate works against the jobber on his list who wishes to be exclusive as regards a certain amount of territory.

In conclusion, it would seem to me that the few vital points for the manufacturers and jobbers to consider are as follows:

1. That the jobber should extend his line of goods, thereby enabling him to sell to a larger field of trade in any town he may visit.
2. That when a jobber finds himself in possession of a line of goods the quality of which gives excellent satisfaction, he should have moral courage to stand by that line, even if something else is offered of fairly good quality at a 5 per cent. reduction.

3. That jobbers should at all times bear in mind that they can not sell all the goods made, to all the trade, in all the towns they visit; and that retailers will have their preferences, consequently, if the jobber finds it hard to sell a dealer who may be buying from some competitor, he should not attempt to secure the business by cutting prices and sacrificing profits, but rather keep to the safe margin of a good profit, and sell his goods to some one else.

The manufacturer, on his part, should always look upon the jobber as his oldest and best friend in the market, and if possible give him benefits and advantages in the sale of his goods over and above others of more recent growth whose methods of disposing of goods are of doubtful value, as being to the best interests of the manufacturer, jobber and retailer.

The Right Ring.

The Carlton Hardware Co., of Calumet, recently issued a circular to its customers, containing the following declaration of principles:

We have no bait to offer nor do we countenance the principle which cuts the price of some staple item, of which there are often only an insignificant quantity in stock to go at the cut price, and make up the loss on goods on which the buyer may not be posted. Every price quoted on the foregoing pages is bona fide and exactly what our goods are marked and will remain the same as long as we can duplicate our former prices or lowered whenever the opportunity offers itself. We would like to quote more prices but the space will not permit. All our goods are reliable, standard makes, every cheap article being the best of its class obtainable, and the best goods are the finest made. Therefore, when comparing prices with catalogue houses remember that we carry no trash and that we are always here to back up everything we sell.

Forestalling Competition in the Range Business.

From the American Artisan.

What constitutes business profit anyway? Every business man in figuring up his balance sheet puts down in the loss column all the losses occasioned by his sins of commission, while those caused by the sins of omission are not recorded. Mr. Hardware in a moment of mental paralysis allows Mr. Deadhead to depart with a \$5 bill of goods charged up to him. In due time this \$5 is charged up to loss. But Mr. Hardware has also shown a childish coyness about pushing steel range sales. Along comes a steel range peddler and sells 100 steel ranges at \$60 each in Mr. Hardware's township. Is not Mr. Hardware injured far more by this invasion of his territory than by his poor judgment in a small credit sale? Does he put down any loss on account of the sin of omission he was guilty of in not forestalling competition in this particular matter?

Interesting Facts Concerning Aluminum.

The price of aluminum, section for section, is 70 per cent. the price of brass and 50 per cent. the price of copper. There are only three metals cheaper than aluminum—iron, lead and zinc. Section for section, brass is 3.10 times heavier than aluminum. In order to obtain a comparison of the price for equal sections between aluminum and brass, the brass price should be multiplied by 3.10. In order to obtain a comparison in the price for equal sections between aluminum and copper, the copper price should be multiplied by 3.33. In order to sell on an even basis per square foot with aluminum, brass sheet would have to sell at 11.28 cents per pound, and copper sheet would have to sell at 10.78 cents per pound.

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. S. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	18 00		
Garden.....	30 00	net	
Bolts			
Stove.....	50		
Carriage, new list.....	60		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	8 c.	7 c.	6 c.
BB.....	9	7 1/2	6 3/4
BBB.....	9 1/2	8 1/4	7 1/2
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.....	dis 40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 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 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, Clistern.....	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		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		

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

Aluminum Money

Will Increase Your Business.

Cheap and Effective. Send for samples and prices.

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

Fruits and Produce.

Production of Bananas Inadequate to Meet the Demand.
From the New York Commercial.

With Jamaica still suffering from the effects of last fall's hurricane, with Cuba not yet recovered from the devastation of the long war, and with Central America more or less disturbed by revolutions, there has been considerable difficulty in getting sufficient bananas to supply the increasing trade of the country.

Up to the time that the United Fruit Co. began to push the sale of bananas the average consumption in this country was about 15,000,000 bunches per year, but that company immediately began to open up new territory, and established branches in the large towns, where previously it was practically impossible to purchase bananas, except at intervals.

It is reported that consumption has already increased 5,000,000 bunches per year, and that it will be further increased as the company develops its policy.

Meanwhile receipts have been curtailed by the causes named above, and it will take some years to repair damages, and for one or two seasons yet the supply will not exceed the demand. The trade has grown to enormous proportions, and the prospect is that it will steadily increase, because people, having acquired the taste, will consume more.

This city will take 200,000 bunches per week without weakening prices, but of late not half that quantity has come forward. The result is that prices rule high, simply because buyers must have them and sellers haven't any to offer. One broker reports orders for a number of carloads, to be shipped West for the holiday trade, but he said he would have to cut every order in half, because there is no stock in market, and the arrivals this week will not be large enough to satisfy the demand.

One fact noted in the receipts this year is the unusual quantity of small bunches. Scarcely anything has over eight hands. It is impossible to pick up a car of firsts in this market, and shippers who used to send out cars of straight firsts can not now get the goods.

It is predicted that prices will advance fully 10c this week, owing to the relative shortage and strong demand. The approach of the vacation season increases demand, but there is nothing with which to satisfy it, and buyers are turned away with their orders half filled or with nothing at all.

There is no manipulation of supplies. The combine is sending forward everything it has, but that isn't enough, and the consumers demand more. Jobbers are flooded with letters and telegrams calling for bananas, or with complaints of orders unfilled.

Steaming Broilers.

H. J. Rosenberg, poultry raiser of Eastport, Long Island, says he has been very successful with his poultry this year and still has over two thousand broilers on hand besides a large number of turkeys and other poultry. "I have been making some experiments in dressing," he said. "I formerly dry-picked all my broilers, but this year I am scalding them and find by steaming immediately after scalding that I can loosen the feathers and dress them to better advantage than by dry-picking. After dipping them in water just off the boiling point I wrap in bagging and roll them up for three or four minutes and the steam or heat follows the quills, and loosens the feathers so that they rub off perfectly and leave the skin in excellent condition." When asked about the temperature of the water he said he kept it boiling all the time and threw a pint or so of cold water in just before dipping the broiler so that the

temperature would get below the boiling point and thereby not injure the appearance of the bird.

The Meanest Thing on Earth.
From the Cheboygan Tribune.

Elmer E. Jahrans, of Alpena, was in the city Saturday trying to inaugurate a strike among the cigarmakers for an increase of wages. Our manufacturers were already paying above the average wages, but he demanded they should strike for \$1 per 1,000 more. The men were making from \$12 to \$18 per week, according to the time they put in. They made the demand for the extra \$1, but were refused, but wisely concluded to resume work Monday afternoon on the old terms. We understand this man Jahrans was formerly a cigar manufacturer himself, but did not have brains enough to run the business successfully and failed. It is from such material that the trades unions recruit their walking delegates.

A Valuable Watch Dog.

From the Indianapolis Journal.

Charles Dunfee, a saloon-keeper at 241 North Delaware street, yesterday took to the police station a lady's solid gold watch which he had during the afternoon before watched a dog dig from under the fence in the rear of the saloon. The watch is an old Swiss model. The case is beautifully engraved and on the inside of the cover is engraved the following: "Nora Farley, Chebanse, Ill." The police have no record of the watch and the detectives were unable in digging further to find any trace of other valuables. Hence, by right of discovery, the watch belongs to the dog.

Center of Population.

From the Chicago Inter Ocean.

The census of 1900 will probably show, figuring on the old basis, that the center of population has moved across Indiana and is somewhere between Terre Haute and Vincennes.

Stroup & Sickels

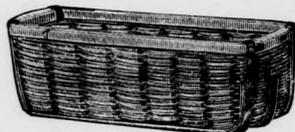
Wholesale Produce and
Commission Merchants

Specialty Butter and Eggs

38 South Division Street,
Grand Rapids, Mich.

Highest cash price paid at all times for small or large lots of Butter and Eggs. Prompt returns guaranteed. Both phones in office. Get our prices.

Balloo Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich.

A Simple Home Dinner

Carefully cooked and daintily flavored with

Diamond Crystal Salt

Is a luxury. The most elaborate dinner can be spoiled with salt that is impure and unwholesome. The best grocers cater to the demands of the best housekeepers and keep "the salt that's all salt" on sale. It yields two profits, viz:

A Pleased Customer
A Good Cash Margin

It will pay dealers to investigate.

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



Keep Your
Eye on
Silver Brand
Vinegar

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

GENESEE FRUIT CO., Makers, Lansing, Mich.

WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

The Stylish Woman and the Parasol.
Written for the Tradesman.

The usual Saturday night quartet of salesmen were gathered in the little barber shop around the corner. These four men always waited for the same barber to do their work and beguiled this waiting time in relating to each other incidents that had occurred in their respective places of employment. The dignified chap with the pointed blond beard set the ball rolling by saying that the smartest little girl in the city worked in the same store he did.

"You don't say," exclaimed the other three in unison, while each nudged the other. "Let's hear about this paragon of a girl."

The chap with the beard saw plainly that his friends accepted his statement with several grains of doubt; but he began his story just the same:

"To-day about 3 o'clock a stylishly dressed woman of about thirty came into the store and stopped at this smart little girl's counter to look at some rhinestone buttons. I said stylishly dressed; but that does not quite express it. She was one of the real swell sort, all of a piece, from the toes of her seven dollar patent leather shoes to the tip of her thirty dollar parasol. As she entered the front door she closed the parasol and slipped her hand through a ring at the end of the handle. It thus hung down at her side an extremely pretty and convenient receptacle for whatever my lady might choose to drop into it. As a rule we judge people by the clothes they wear. The girl at the button counter did at any rate. She knew that this swell woman wanted the very best rhinestone buttons to be had and, to be sure, showed her only that kind. The lady looked them over and purchased three at one dollar each. She wished to go to the handkerchief counter, so it was necessary for Miss Rae, the salesgirl, to make out a transfer check. This she did and gave it to the lady while the three buttons were sent to the package desk to be held until the customer had completed her purchases. With this system, as you all know, nothing is paid for until the final purchase is made. The amount of each sale is entered upon the transfer check which is given to the customer. When through buying she turns in this transfer check with the money for her goods, which are then all done up in one package.

"Miss Rae's eyes took in all the various details of this woman's dress as she proceeded with easy grace to the handkerchief counter. 'My, but ain't she swell,' said the plain little salesgirl to me as I passed her counter a minute or two later. 'I would give half a lifetime to be able to wear a gown like that,' and with a discontented sigh she began to put away the buttons which she had been showing. Presently I saw her speak to another salesgirl and then she quietly put on her hat and taking her pocket book in her hand walked quickly to the handkerchief counter. The swell customer had just purchased a three dollar handkerchief. The jewelry counter was next visited by the stylish woman and also by Miss Rae. Then silk hosiery was looked at and last, but by no means least, gloves. My lady wished to be fitted with a pair of gloves. It was necessary to place the beautiful parasol upon the counter, as she could not be fitted with her hand through the ring at the end of the handle. This was a chance for which Miss Rae had hoped, but which she had by no means expected to get. Quick as thought she

walked up to the counter, took the parasol and opened it above her head. There was a perfect shower of rhinestone buttons, fine lace handkerchiefs, silk hosiery, bolts of lace and pieces of jewelry. The swell shoplifter sat in dumb amazement unable to realize that she had been detected."

"By jove!" exclaimed one of the three listeners, "I guess Miss Rae is the smartest as well as the nerviest girl in town. What did they do with the thief?"

"We made out her bill and added sixty dollars to it, the value of the stolen articles, which she paid without a murmur. She was then told to get out and to keep out."

"Did your smart little girl get any reward?"

"Yes. The firm gave her a vote of thanks."

There were three voices exclaiming in unison, "Well, I'll be d—nd."

"Say, whiskers!" said the fat man of the quartet, "why don't you tell a story once in a while that ends right? You always end your stories wrong. That one about the dog and the little girl was just the same. You weren't satisfied until you killed the dog. You keep trying to make us believe that these stories are true; but I know they are not. I never see any of these things going on around me that you tell about, and I am not waltzing through life with my eyes shut either. When a fellow works these things up from the whole cloth he might just as well have them end happily as not. Why not have your employers give little Miss Rae a ten dollar bill, instead of a vote of thanks?"

"Next gent," said the barber for whom the four were waiting, and the fat man took his place in the chair.

"Did I ever tell you about Mrs. Money and her hard luck story?" enquired he of the blond whiskers, without deigning to notice the fat man's advice. "Money and hard luck do not seem to hitch very well. If you fellows had seen this Mrs. Money when she applied to me for a place for her boy, you would have regarded her as the poorest looking Money you had ever seen. I reckon she must have spent as much as several hours making herself and her kid clean. Their faces actually glistened from ear to ear and no further with the effect of warm water and star soap. The youngster seemed to feel that he had lost something. The mother, Mrs. Money, told a story that was composed for the sole purpose of melting the stony heart within my bosom. Her husband, she said, was dead, and she had a family of six small children, of whom this 14 year-old boy—'Show yourself to the gentleman, Frankie dear'—was the eldest. She had struggled since her beloved husband's death to support herself and family by taking in washing. In an evil hour she had contracted consumption or something, here she coughed deeply several times, and placed her hand tenderly upon her bosom.

"No, gentlemen, I am not guilty of mockery. I am relating to you Mrs. Money's little drama as I saw and heard it. Now don't interrupt me again, please.

"If I would give her boy a job as cash-boy the Lord would bless me, and she would bless me, her children would bless me, her neighbors would bless me and the Lord knows who wouldn't bless me. To be truthful about the matter, I saw the poor creature and her boy in a different light then than I see them

now, and my stony heart was touched and softened. I gave this budding youth, this only support of a consumptive mother and five small brothers and sisters, a job as cash-boy, at two dollars a week, from purely humane motives. A worse time I have never had than trying to get two dollars' worth of work out of this same youth each week. He was dishonest, untruthful, lazy, dirty and everything else that was mean and low.

"We have a bicycle department where we sell wheels on the installment plan. Five dollars down and two dollars a week thereafter until the bill is paid. If you will believe me this kid had worked for us just one week when his mother came in and bought him a thirty dollar wheel, paying the five dollars down, the two dollars per week which the kid earned to be credited to the account. She amde the arrangement with our credit man, who was not aware that I had decided to fire the youngster. They had us fixed for sure and I was obliged to keep that confounded boy until the wheel was paid for; but you can bet I did not keep him one minute longer.

"Now," continued the story teller as he took his turn in the barber's chair, "I always carry a little scratch pad and when I meet with these hard luck stories I take the party's address and as soon as they are out of sight I throw it away." Mac Allan.

France exports annually 60,000 turkeys, while Italy exports from 600,000 to 800,000; but the birds from beyond the Alps find their way not only to London, but to Leipzig, Dresden, Frankfort, Berlin and Hamburg, and they realize higher prices in those German towns than in England.

**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.

*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.

Eggs

Observations by the Gotham Egg Man.

In my rounds among the egg trade I have lately heard a good deal of talk about egg inspections, consisting chiefly of complaints that the inspectors will not pass as "firsts" lines of stock which are really of very nice quality for the season and which sell to good trade without difficulty on a basis of loss far smaller than the amount shown by the official inspection. The facts reported in this connection make it seem certain that it takes a higher grade of eggs to pass official inspection as firsts than was the case some years ago, and many of the trade consider this to be a disadvantage. Whether or not it is really a disadvantage to have raised the standard of firsts may be a question worthy of careful consideration and discussion; but it does seem that the grade of "firsts" should include a quality of eggs satisfactory to good buyers, and numerous instances have come to my notice where stock promptly salable to a high class of trade at full market value has been graded by the inspectors as "fresh gathered seconds," and even as "held firsts" with a statement of loss considerably greater than returned by buyers who have bought the stock and taken it out in the regular course of trade. For this state of affairs some receivers place the blame on the egg rules while others blame the inspectors for a too rigid interpretation of the rules.

One thing is certain: the fault—if fault there be—must be either in the rules or the judgment of the inspectors, and there is one, and only one, way to correct it—to bring definite cases before the Egg Committee. Both the rules and the inspectors are under the general supervision of the Egg Committee and a receiver who calls for inspection and reasonably doubts the justice of the certificate should consider himself in duty bound to lay the matter before the Egg Committee. In no other way can a fault be corrected—whether it be in the rule or in the work of the inspectors. A few cases of inspections appealed will very soon demonstrate whether the inspectors are carrying out the intention of the rules as designed by the committee; if not they can be instructed how to modify their work; if so, and it is shown that their rigid inspections are made necessary by the wording of the rules, it will remain to modify the rules provided the committee shall consider the rigid inspections now made as being detrimental to the trade interests.

Of course, it is inevitable that under any egg trade rules which could be devised a good deal has to be left to the judgment of the inspector; it is probably a fact that the acceptance or rejection as "firsts" of a given lot of eggs depends as much on the elasticity of the inspector's judgment as upon the rule, and under the same rule different inspectors, acting with equally conscientious motives, might judge the same eggs differently as to grade. True, the rule specifies certain definite percentages of "fresh, reasonably full, strong, sweet eggs" and it also specifies what kind of eggs shall be total loss and what kind shall be half loss. But to place every egg in its proper class as intended by the committee who framed the rules is a very delicate job, and one in which there is inevitably much opportunity for a difference in judgment. If an inspector passes as "fresh, rea-

sonably full, strong and sweet" only such eggs as would be found in the April receipts, we could at this season get scarcely a lot of eggs from any Western point which would meet the requirements of "firsts," for very few, even of the eggs which dealers accept as the best, are as strong now as in the spring. It seems advisable that qualities should be judged with some consideration for the season; qualities are relative anyway, and an egg which might fairly be thrown out of the "reasonably full and strong" class in April might with equal fairness be admitted to the top class in June. The same room for judgment comes in in determining whether an egg was "badly heated" or not, and in using these opportunities for judgment it would seem that our inspectors are even more rigid in judging against the stock than are some of our most critical egg dealers.

I suppose the Almighty never made a man who could take the position of official egg inspector and satisfy everybody; (in this respect the position is similar to that of the market reporter). And where criticism is so likely it is natural for the official to stick as closely as he possibly can to the "letter of the law." But where judgment of quality is susceptible to as much variation as in classifying eggs it would seem that there ought to be a very close contact between the official and the committee under whose supervision he works; that the committee should be constantly informed of the basis of judgment being used and cause it to be modified from season to season so as to meet the varying requirements of the trade.

In the above remarks I do not wish to convey the impression that a large part of the eggs graded below firsts by the inspectors can be sold satisfactorily to good dealers. Simply that among the many lots graded as seconds or lower they are placing some of the finer lots which are really good enough to give satisfaction to good buyers. As a matter of fact the recent receipts of eggs have contained only a very moderate proportion of really satisfactory goods, but even these receivers can not safely offer as firsts because of the probability that the inspectors will grade them below firsts.

The generally defective character of the arrival of eggs from all sections of the West has brought into prominence a false and unhealthy method of doing business in some parts of the West which ought to be considered by many egg collectors. In the spring of the year, when nearly all eggs are sound and good, many collectors in northern sections, even although they do not grade closely, furnish a quality of eggs which can usually be sold promptly at the prevailing top market quotation. At such times the quotation is a fair basis for country purchases. When hot weather sets in, however, eggs from the same sections, collected and packed in the same way, occupy a relatively lower place in the market and can not be sold at the top quotations. More and more of the large Western packers are grading and candling their summer egg shipments and from several our market is now receiving in carload lots eggs which are far superior to the ungraded or only partially assorted eggs before referred to. Naturally these finer qualities of selected eggs bring the most money and their value has to be taken

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WE BUY FOR CASH

Eggs and Butter

IN ANY QUANTITY.

Hermann C. Naumann & Co.,

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

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

R. Hirt, Jr.,

Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437-439 Winder St.

References: Dun or Bradstreet, City Savings Bank



TRADE MARK

HIGH PRICES

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

BUTTER SCARCE

Is in demand at good prices. All choice stock is selling on arrival at 15c/10c. Don't fail to make us at least a trial shipment, as we can save you money.

PHELPS, BRACE & CO., Detroit
E. A. BRIDGE, Manager Produce Department

Walker Egg & Produce Co.,

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

Commission Merchants and
Wholesale Butter and Eggs.

We are in the market for

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

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

References: Any Detroit or Chicago bank.

WE PAY CASH

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

HARRIS & FRUTCHEY, DETROIT, MICH.



Fibre Butter Packages

Convenient and Sanitary

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

Gem Fibre Package Co

Detroit, Michigan

as the basis for quoting the market on top grades. Consequently the top quotations are no longer a safe basis upon which to buy ungraded eggs as they come in at country stations. For the past two or three years I have noticed, at the beginning of the summer season, an objection to making quotations for high grade country candled eggs, based upon the argument that their value is likely to be taken as a basis for country purchases of eggs as they run; and at this time I have often noticed an accumulation of eggs in receivers' hands, consisting of marks which usually sell at top prices earlier in the season, but which with warm weather become unsaleable except at second or lower quotations, and which, as their cost in the country is said to have been based on top quotations, can not be cut down to their true selling value without causing dissatisfaction and loss to the shippers.

It seems as though it ought to be unnecessary to warn shippers not to consider the quotation for selected eggs as a fair basis upon which to buy country receipts as they run, and yet we hear it frequently said, among receivers here, that the quotations for such selected goods are "misleading"—not to the larger packers who grade their stock, but to the hundreds of smaller collectors who scarcely know what grading means and who do not appreciate the fact that the market is getting far better eggs than they are furnishing. But such difficulties as this can not of course be permitted to prevent making quotations in the public market reports to cover the selling value of the higher qualities, and if such quotations mislead anybody it is surely only by reason of their own ignorance of the facts of the case.

I am told that in some sections the publication of market quotations for fancy selected eggs makes it difficult for collectors to buy from the country merchants, etc., at prices fairly proportioned to the value of the stock. This, if true, can be only the result of undue competition between collectors. If the difficulty should become great enough to compel all collectors and shippers to buy eggs from country sources at different prices as to quality it would undoubtedly prove a final advantage instead of a disadvantage. I hope that this may prove to be one of the beneficial results to arise from quoting fine selected eggs at what they are worth in New York market, instead of confining the quotations to average qualities and letting the fancy goods take care of themselves—which is the custom in many distributing markets.

* * *

Speaking of values for selected eggs I am impelled to note the fact that each year adds to the number of brands which are being candled and graded before shipment. All of these are not graded with equal care and knowledge, and their value is somewhat irregular accordingly, but that the system is growing there can be no doubt. And I am inclined to think the system of country candling will increase more and more rapidly hereafter. As soon as the supply of country candled eggs becomes sufficient to furnish any considerable part of our best trade requirements the ungraded goods will, in the summer season, become more and more difficult to move at relatively fair value and the incentive to grade closely will be more and more important.

Another thing which is likely to increase the preference for graded eggs in the summer packings is the enormous

growth of cold storage operations. Some years ago dealers who put away April eggs in storage had little thought of taking them out before fall; they were accustomed then to expect pretty big profits on their early packed eggs in the fall and early winter and would often stick to fresh collections in the late spring and summer even although prices might advance considerably above the cost of the April holdings. But now the extent of egg storage has become so great that there is little probability of any big profit on fall sales and more or less doubt of any profit at all. Consequently, as soon as warm weather reduces the proportion of fine eggs in the fresh receipts and prices advance to a point a shade above the cost of the earlier storage packings, many dealers turn at once to the latter and their purchases of fresh are then brought into comparison with the fine, heavy-bodied storage goods. This naturally increases the fastidious inspection of stock, for where just the quality wanted is not easily found the buyer can, with less trouble of searching, fall back on the early goods, which he is willing to use at a smaller profit than was the case before the enormous growth of storing made ultimate results of long holding so hazardous.—New York Produce Review.

Cylindrical Rolls of Butter.

Probably Cambridge, England, is the only place in the world where one would be likely to find butter sold by lineal measure; but here, in accordance with the old custom, it is literally sold by the yard, says an exchange. For generations it has been the practice of Cambridgeshire people to roll their butter in lengths, each length measuring a yard and weighing a pound. Deftly wrapped in strips of clean, white cloth, the cylindrical rolls are packed into long and narrow baskets made for the purpose and thus conveyed to market.

The butter women who, in white linen aprons and sleeves, preside over the stalls in the mart have no need of weights or scales for dispensing their wares; constant practice and an experienced eye enables them with a stroke of the knife to divide a yard of butter into halves or quarters with almost mathematical exactness.

The university people are the chief buyers of this curiously shaped article. In addition to being famed for its purity and sweetness, Cambridge "yard butter" is eminently adapted for serving out to the university students in the daily commons. Cut into conveniently sized pieces, and accompanied by a loaf of the best wheaten bread, a stated portion is sent around every morning to the rooms of the undergraduates for use at the daily breakfast and tea.

Peaches Without Seeds.

Two orange growers of Orlando, Fla., have made a discovery which will prove of great benefit to the peach industry of the country. They have been experimenting for several years on the problem of producing seedless peaches, and at last they think they have succeeded. Last spring several trees which had set fruit, but still had a few blossoms, with the forming fruit barely visible, were operated on by their process. The fully-formed fruit on these trees yielded pits of the regulation size, while the peaches produced from the late blooms mentioned had extremely small pits; some of them completely aborted, and the flesh was much more delicious than those with natural pits. A great many fruit trees of different varieties were subjected to the process in that vicinity during the summer and fall, which will not produce seedless fruit until this year. The parties claim that their process is simply horticultural transmutation, and is as easily worked as grafting. The process is as applicable to bearing fruit trees and grape vines as it is to nursery stock.

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

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

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

50,000 Pounds of Butter Wanted

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

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

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN
BUTTER, EGGS AND POULTRY,

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

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

Seasonable Seeds.

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

GARDEN SEEDS IN BULK.

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

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

Michigan Strawberries

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

Vinkemulder Company,
Grand Rapids, Mich.

POTATOES

NEW POTATOES arriving FREELY carlots. Quality good.
Price low. SEND US YOUR ORDERS.

MOSELEY BROS.

Jobbers Fruits, Seeds, Beans, Potatoes.
26-28-30-32 OTTAWA ST., GRAND RAPIDS

The Meat Market

Pertinent Hints on Meat Market Advertising.

In common with others who devote some time to the study of advertisements, I am greatly interested in the style of work being done by the advertising man of a Jersey City dry goods house. He uses about twenty inches of space to tell a story and four or five inches to say something about the goods handled by his house. For instance, last fall, he ran something like this:

"Take a Lesson From the Policeman on Your Beat." It was in heavy gothic type, and attracted attention. In 12-point type, following the heavy gothic, was a long article about the hardships of the officers of the law; how they are compelled to remain out doors in all kinds of weather—snow, rain and cold. Then the question was asked: "How do you suppose these men manage to

ONE MORE

SATURDAY

We quote a few prices that are astonishing:

Boiling Beef.....	2½c
Pig Hams, any size.....	11 c
Beef Pot Roasts.....	6 c
Salt Pork, selected pieces.....	7 c
Corn Beef, fine rib pieces.....	3 c
Plenic Hams.....	8 c
Shoulder Steak, 3 pounds for.....	25 c
Boston Butts.....	8½c
Fine Young Chickens.....	12½c
Leg of Lamb.....	14 c
Purest Lard, 3 pounds for.....	25 c
Ox Tails, Beef Hearts, Beef Livers, Calf Sweet Breads and fresh Tenderloins.....	

Our Sausages are the finest, made from pure meats.

Leave your order, or telephone
PEOPLE'S PROVISION CO.
ST. PAUL, MINN.

keep well under the circumstances?" The answer was: "By buying the best of underwear at So-and-So's." Of course, the story was "padded" and well put together, and, I am told, brought business. Advertising "experts" will tell you that an advertisement like the one briefly described does no good; that it's like throwing money away. But in this instance business came through it, so we have to ignore the opinion of experts, in this case, at least. Another thing this advertising man does is to announce at the end of each advertisement what will be the subject of the next one and the day on which it will appear. People actually look for his advertisements. Now, while

We have just received a fresh supply of **BONELESS BACON and HAMS, Also BACON.**

This Bacon is put up in glass jars and is the finest on the market.
E. A. HOBBS, Albany, N. Y.

I am not going to advise this sort of advertising for butchers, there may be a suggestion in it that will be useful. For instance, a butcher could go into a description of why a certain kind of meat is the most nutritious; he could describe its relative food value to cheese, or something else. He could show that it is worth more for its price than something else for its price. Then he could wind up the announcement that he has the best quality of that particular meat—he could say something about the feeding of the animal from which the meat was cut, etc. Should anyone act on this suggestion I will be thankful for a copy of the advertisement.

I reproduce three sample advertisements this week. That of E. A. Hobbs is a good idea. The announcement that

he has received a consignment of new bacon should prove interesting to his customers, and others. The introduction of food novelties is worth trying. Bacon in glass jars should arouse curi-

MEATS CHEAP

on Friday and Saturday we sell

Rib Roast Beef 12c., Hams 12c. Roast Pork (neck) 8c., 5-lb. Pail of Lard 44c.

Try our Delicious Breakfast Bacon and Sausage. Just the thing for particular people's breakfasts.

ARNOLD WEPPIER'S SONS
Retailers of all kinds of First-Class Meats.

9 Washington Market, 582 Main, near Chippewa.
Buffalo, New York.

osity. Minced ham will bring trade—if advertised. The other advertisements are right to the point, and go into facts about prices without any unnecessary preliminary remarks.—Jonathan Price in Butchers' Advocate.

Gave Electricity With His Meat.

Washington Correspondence Chicago Record.

There was a funny case tried in the Washington courts this week. A butcher of the name of Nealon had an electric fan in his stall at the market to cool the atmosphere and drive away the flies. It was manipulated by a small thumbscrew beneath the counter, and when Nealon discovered that he could charge his body with electricity by placing his hand or his foot against the thumbscrew he indulged in practical jokes upon such of his customers as he thought were amiable enough to endure them. When some handsome young girl or jolly housewife would pick up a leg of lamb or a roast of beef to examine it Nealon would place his hands upon it, close the circuit, and she would receive an electric shock. Nobody was hurt or badly frightened and Nealon made a good deal of fun for his customers. One day, however, a man of the name of William Schultz, who has no sense of humor and hates practical jokes, picked up a piece of corned beef from the counter of Nicholas Auth, who had the adjoining stall. Mr. Auth had left his place in charge of Neighbor Nealon for a few moments while he went to do an errand. When he returned Mr. Schultz, who was one of his regular customers, was dancing around like a wild man and crying for vengeance. It seems that Nealon, with his hunger for fun, had taken hold of the chunk of corned beef which Schultz had picked off Mr. Auth's counter and had given the nervous man a shock from which he claims to have suffered both in body and mind. The butchers tried to soothe him, but he would not be consoled, and went straightway to a lawyer and brought suit for \$10,000 damages against Mr. Auth. The case was tried this week, but the jury found for the defendant on the ground that Mr. Auth had nothing whatever to do with the case. While it was his corned beef it was Nealon's electricity, and the latter was responsible for whatever damage Mr. Schultz had suffered. Schultz had sued the wrong man.

English Sausage Seasonings.

- No. 1.
- 5 lbs. white pepper.
- 10 ozs. sage.
- 9 ozs. thyme.
- 11 lbs. salt.
- No. 2.
- 1 lb. pepper.
- 2 ozs. mace.
- 1¾ ozs. nutmeg.
- 1½ lbs. salt.
- No. 3.
- 3 lbs. pepper.
- 5½ ozs. thyme.
- 6 ozs. mace.
- 7½ lbs. salt.
- No. 4.
- 2 lbs. pepper.
- 1½ ozs. cayenne.
- 3¾ ozs. sage.
- 4 ozs. nutmeg.
- 5 lbs. salt.

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.

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.

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.

IKE HANSON'S SOUL.

Doubtful Story Told By a Well-Known Traveler.

After covering a ride of twenty-eight miles over sandy roads and corduroy highways through cedar swamps, a traveling man stopped for dinner at the only hotel at Cant Hook Corners.

Five men were sitting on the long bench under the porch of the hotel. Two were whittling, the others were chewing tobacco and enjoying life.

"Here comes old Ike Hanson," said one of the men suddenly. "Let's get him on a string."

Ike Hanson was a little man with a pinched face and with tufts of whiskers on each cheek—little starved, undergrown whiskers, looking like wire grass in a runout pasture.

"Ike's meaner n' a farrar cow in a hot summer," one of the men confided to me. "Bet ye a dollar when he comes over here he'll stand up so's to save wearing out the seat of his pants."

Well, when Ike came over he stood up, but I can't say that he did so on account of the ingenious reason advanced by my new friend.

"Stickin' out fur's usual, Ike, I suppose?" asked one of the loungers.

"I be for all I know," replied Ike in non-committal fashion.

"Anything special goin' on up in your neighborhood?" asked one of the men.

"Nothin' much, only Iral Dunbar has had to call on the town for help."

"Sho! Is that so? Why, the report got all round down here that after Iral was took sick you went over and told him you'd see him through till spring."

The crowd laughed at the look of astonishment that came over Ike's face.

"Fust I ever heerd of it," said he.

"You'd be likely to hear of it, wouldn't you?" asked one of the five.

"No, Ike will never hear of anything like that," said another gravely. "If he does he'll drop dead. His heart is weak, so I've heard."

"Heart? Ike ain't got no heart. When they built him they put heart and gizzard in together, so as to save trouble and expense. The things bein' combined, it don't cost as much to run em."

I looked to see if this arrival wasn't going to be offended by this broad humor, but he only grinned grimly.

"You fellers out here to the Corner think you're sharp," said he. "You want to look out that you don't fall down and cut yourselves."

"Wal, there'd be some blood run out of us if we should," drawled one of the men. "There'd be about enough come out of you to moisten a postage stamp."

"Huh!" sneered Ike.

"Say, fellers," remarked a tall man who had been whittling a bit of shingle, "I had a dream about Ike here the other night, and, bein' he's here, I'll jest go ahead and tell it. Perhaps he'll be interested."

"I dreamed I died and went to heaven the other day. I got in all right enough, funny as that may seem to you fellers. Well, while I was strolling round I run up ag'inst a fust class angel. He undertook to show me 'round a little. He told me one mighty curious thing. He said that as long as a man was on earth they kept his soul for him in heaven. When it come time for him

to die his spirit come to heaven and got the soul.

"How'd you like to see the store-room where we keep the souls?" the angel asked.

"Fust rate," says I, and we went down that way.

"It was a great place, now, I can tell you. Some of the boxes were mighty big concerns."

"The value of a man is regulated by the size of his soul," said the angel. "The more good he does on earth the better he is to his fellow man, the bigger is his soul. We have to keep changing some of them to bigger boxes. Beats all how some of them do grow. Let's see," continued the angel, "where did I understand you to say you came from?"

"Cant Hook Corners," says I.

"Well, by gracious," said the angel "we've got a curiosity here that will interest you, seeing you are from that section."

"He went up to a big directory, turned the pages and then said to the angel in charge, 'Hand me down box seventy trillion, two hundred and thirty-two million, six hundred and eighty thousand, nine hundred and seventy-nine.'"



MEN OF MARK.

J. W. Milliken, the Traverse City Dry Goods Merchant.

James W. Milliken was born at Denmark, Me., May 20, 1848, his parents having been of Scotch extraction. When he was 5 years of age the family removed to Saco, where Mr. Milliken attended school until he was 16 years old, when he went to work in a dry goods store. It so happened that Frank Hamilton, the Traverse City clothing merchant, was employed in a clothing store at Saco at that time and, on one of the visits of the late Smith Barnes, who was Manager of the mercantile business of Hannah, Lay & Co., to the Boston market, he enquired for a couple of bright young men to work in the general store at Traverse City, and was recommended to Messrs. Milliken and Hamilton by Wellington Bros., wholesale dry goods dealers of Boston. He accordingly solicited an interview with both young men, which took place in Boston, and, in June, 1868, they both started for

young man 18 years of age, who is attending the public schools of Traverse City and expects to graduate next year on the English course.

Mr. Milliken is a member of the Congregational church of Traverse City. He also owes allegiance to the K. P. and the K. O. T. M.

Mr. Milliken served the village of Traverse City in the capacity of trustee for two terms, having been first elected to succeed the late Seth Moffatt when he was elected to Congress. He is now President of the Board of Water Commissioners, to which subject he has given careful thought and study for several years. On the appointment of Senator Covell as United States District Attorney, he was elected to fill the vacancy caused by his resignation as a member of the Senate, and two years ago he was elected for a full term, discharging the difficult duties devolving upon him in a manner highly creditable to himself and in every way satisfactory to his constituents.

Mr. Milliken was the founder of the Potato Implement Co., which he gave considerable attention until the business grew to such proportions that it required the entire time of an expert manager, when the position was taken by his partner, C. K. Buck.

Mr. Milliken is an excellent business man, being generally regarded as one of the best merchants in Northern Michigan. His store is a model in point of neatness and attractiveness and his business methods have always been above reproach. He is public spirited to an unusual degree and invariably throws the weight of his influence and the benefit of his example with any movement having for its object the improvement of the community or the betterment of existing conditions.

On account of the position Mr. Milliken occupies in the mercantile, political and business world, he has naturally been suggested as an available candidate for Congress from the Eleventh Congressional District, and it would not be at all surprising if the Republican convention which is to be held in Traverse City on July 11 should name him as its standard bearer for the Congressional race. In case the nomination should come to him and he should be elected he would, undoubtedly, serve his constituents with the same fidelity and the same careful attention to details which have distinguished his career as alderman, as State Senator and in the other positions of trust and responsibility in which he has been placed by the people.

Cornelius Crawford (Hazeltine & Perkins Drug Co.) has a \$100 horse in training which he expects to sell to some one for \$1,000 before the season is over. His last experience in that line was very satisfactory, the horse having cost him \$150 and earned him \$450 on the track, when he found a purchaser at \$850.

Hudson Gazette: Er. Garrison, who has been traveling in the interest of the Helvetia Condensed Milk Co., has resigned his position with that company to go with the Anglo-Swiss Condensed Milk Co., which pays him a salary of \$2,100 per year, exclusive of expenses.

Flint Citizen: Arthur D. Caldwell succeeds E. R. Lacy as traveling salesman for H. W. Watson & Co. Mr. Lacy has accepted a position with Strader Bros. Tobacco Company, of Louisville, Ky.

"That box was about as big as a woman's watchcase."

"Open it," says the angel, handing it to me. I did so, and there was another box inside. I opened that. Inside of that was still another box—and by thunder, I opened forty of 'em before I got down to the last, and that was the tiniest box I ever saw.

"Now, here is a microscope," said the angel. "I want you to look, and look in there sharp."

"It was a big microscope. I looked a long while before I could see anything. Then at last I did see a little speck."

"Is that a soul?" I asked.

"No," says the angel. "That isn't a soul. That is something that has been put in there merely for the purpose of comparison. That is the one-millionth part of a moskeeter's eyebrow. Can't you see another lettle, teeny mite of a speck there?"

"I looked hard, but blame me if I could see a thing. I told the angel I couldn't."

"Well, I don't know as ye can," says he. "But it's there. It is one-housandth part as big as the one-millionth part of a moskeeter's eyebrow, and it is the soul of that Ike Hanson down in your place."

Traverse City, where they took prominent positions in the mercantile establishment which is now conducted under the style of the Hannah & Lay Mercantile Co. In August, 1873, Mr. Milliken and Mr. Hamilton started in business under the style of Hamilton, Milliken & Co., the other copartners being Smith Barnes and Hannah, Lay & Co. This copartnership continued five years, when Messrs. Hamilton and Milliken purchased the interests of their partners and continued business under the style of Hamilton & Milliken. This copartnership lasted nearly twenty years—during which time the firm built one of the finest business blocks in the city—when the partners separated, Mr. Milliken taking the dry goods and Mr. Hamilton the clothing stock. Their stores are joined by archways, and they are still as closely connected as two men can be in business without being actually bound by a partnership agreement.

Mr. Milliken was married nineteen years ago to Miss Calla Thacker, of Traverse City, and is the father of a

Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions

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

State Pharmaceutical Association

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

Early Pharmacy in the West.

The settlement of the West, or more properly speaking the "Northwest," dates back to the early thirties, for in 1831 the straggling village of Chicago had about 61 inhabitants, yet it had become the immigrants' station from which the land near and far was prospected, and from which villages and cities subsequently were laid out, the same cities and villages that now dot the great West.

There is no record of a drug store at this time, and the supply of medicine was most likely confined to that of the surgeon of Fort Dearborn. In the summer of 1832 came General Scott with some 300 troops to take part in quelling the Indian uprising known as the Black Hawk War, and with him he brought that dreadful plague, the cholera.

One-third of the entire number of his soldiers were afflicted and many died. This caused a panic, and nearly all of the settlers who a few weeks previously had flocked into the fortification in fear of the Indian fled before this more-to-be-dreaded scourge. Among those who had come to the place this year was a young man from Massachusetts, a druggist, who, on learning of the need of nurses at the fort, volunteered his services and did excellent work during the continuance of the epidemic. In the fall of this year he opened the first drug store in Chicago and from this dates our history of pharmacy in the West.

Taking Chicago as a common point to base our observations upon, we find that all the early druggists were from New York and the New England States, and consequently the business methods were modeled after Eastern ideas. The first drug stores in the West were the meeting places in the evening for the better class of the citizens of the town, to discuss the events of the day, and where the needs of the place were talked over and shaped for presentation to the trustees or selectmen to be drafted into ordinances, finally to become laws for the government of the embryo city.

The furniture of the drug store was plain; the prescription case or department was a prominent feature, as it is to-day. The drawers then in use were much larger, the shelf bottles were not so generally glass stoppered, and their arrangement was the reverse to what is now in vogue, the larger ones being on the top shelves. Wide mouth, glass stoppered bottles were not common, but a specie jar with a tin cover was used. The label of the drawers and the glass shelf ware was a bronze paper label. Glass showcases were an almost unknown quantity and shelving enclosed by glass doors were not even dreamed of, but the show bottles for the windows were then as they are now, with this difference, that of being larger and consisting of more pieces, the lower holding from three to five gallons of water. The

ponderous iron mortar, a Swift's drug mill and a tincture press were ever present and formed the pet aversion of the apprentice, as they comprised the working tools with which he spent many weary and tiresome hours. The old-fashioned beam scales were always in evidence.

The proprietors of the early drug stores of the West were men of education and strong personality; they conducted themselves with becoming dignity, were looked up to by their fellow-citizens, and have left a record of which their descendants may be very proud. The first druggist in Chicago was foremost in all charitable and philanthropic movements, the second was one of the founders of Rush Medical College, and was a leader among the men who had the political and economical welfare of the community at heart. The third organized the first fire department and was a champion of free schools. Another was more than prominent in his advocacy of sanitary measures for the minimizing of zymotic diseases and one of the founders of the Academy of Sciences and Historical Society, and there was still another who originated the present system of tunnels and cribs for supplying Chicago with potable water from the Lake; a fourth became prominently identified with Chicago's manufacturing interests, and so citations could be multiplied. The showing is a splendid one, and proves our assertion that the pioneer druggists were men of superior ability and their success was not due to accident.

Coming now to the clerks, we find that they were also men of sterling worth and those who are still alive are to be found as leaders in the profession in this city or wherever they may be located between here and the Pacific coast.

In the early fifties, when I commenced my apprenticeship to the business, one of the precepts that was impressed upon me by my employer was that while the commercial side of the business must not be neglected, yet the professional side must never be superseded by it. The salary of a drug clerk in those days did not depend upon how many nostrums he sold, but upon what his knowledge and skill were in the preparing and dispensing of drugs and medicines. These qualifications fixed his compensation and his employer's estimation of him. This unfortunately has been almost wholly changed, and now the drug clerk's ability to sell goods regulates his salary the same as it does those of the grocer's or dry goods clerk.

We will now consider that important personage, the apprentice. While it was not customary to make written indentures, yet it was invariably a verbal contract that the apprenticeship should cover a period of four years, and the compensation was usually fixed at the rate of \$100 for the first year, with an additional raise of \$100 for the succeeding years. To be an apprentice to the drug business in those days was anything but an enviable position; in fact, the work required of the apprentice deterred many from continuing in the business until they had served the full time and had become competent to assume the position and duties of a clerk—very few retail stores had a porter employed to do the hard work, and consequently it was a continual grind for the apprentice from morning to night. He had to sweep out the store and dust the shelf ware daily, mop the floor and

wash the windows weekly, wash the bottles, grind in the mill or powder in the mortar all the drugs, roots, barks, etc., not omitting from mention the tedious process of making mercurial ointment; powder the gum resins in the cold winter days, run all the errands, and make himself generally useful to everybody and do everything that he was able to do. When the evening came it was expected that he would study the Dispensatory, commencing his reading at a and going through to z, and later when the soda fountain was added to the equipment of the store he was intrusted with this additional work. Many fell by the wayside and took up other occupations, never regretting, however, that at one time they had been connected with the drug business, the experience thereby gained having been of great value to them in other vocations of life.

The literature of the pioneer druggist was very meager, indeed, his professional library being limited to a copy of the United States Dispensatory or Coxe's American Dispensatory, sometimes a stray copy of the London, Edinburgh or Dublin Dispensatories, and possibly a copy of Kane's or Fowne's Chemistry. "The American Journal of Pharmacy," a bi-monthly, the first publication devoted to pharmacy in the English language, reached us in the forties, and in the fifties the "Druggists' Circular and Chemical Gazette" became a monthly visitor in the more progressive stores. However, the real lore of the drug business was principally confined to the private formulary of the store. In this important tome was found a collection not only of private formulas, but also official formulas and processes of the pharmacopoeias and other standard works.

The earliest educational efforts of a scientific character made in Chicago date back to the winter of 1840, when Dr. John T. Temple gave a public course of lectures on chemistry—supplemented in 1843 by the regular course of instruction in Rush Medical College.

In 1853 the American Pharmaceutical Association issued a circular letter making enquiry into the condition of pharmacy as it existed in the different sections of the country. A correspondent member was appointed for Illinois, the result of which was that three Chicago druggists became members of the Association. From this time on there was a rapid advance in the professional side of the drug business, and the names of Charles Ellis, William Procter, Edward Parrish and other members of this national organization became familiar shop words.

A movement was started for the establishment of a school of pharmacy, and this was so well received by the members of the trade that the Chicago College of Pharmacy was organized and incorporated, and in the winter of 1859 a complete course was given and continued until the breaking out of the war in 1861. The membership in the American Pharmaceutical Association from this time increased rapidly, so that when in 1869 the Association held its seventeenth annual meeting, Chicago was only exceeded in point of membership by the cities of Philadelphia, New York and Boston. The year previous to this meeting saw the inauguration and establishing by the Chicago College of Pharmacy of "The Pharmacist," the third pharmaceutical journal of the country, the value of which as a promoter

of professional pharmacy is a matter of history.

We will now return to the commercial side of the business in its early days in the West. The first attempts to maintain a drug store, pure and simple, were not a success from a financial point of view, and although several of the pioneers started in business with only drug stocks, they found themselves compelled to adopt the general store plan in keeping everything that there was a demand for. It was not until 1840 that an exclusive drug store was successful, and it was not until 1850 that the drug store parted company with the merchandise of a general store. Drugs were bought in New York and Boston and probably in St. Louis, which had a population of 16,000 in 1834, for we find an advertisement of a wholesale drug house of that city in the early Chicago papers. The paying for the goods bought was a serious matter, exchange on New York or Eastern points being very high, and in order to save this and the discount charged on Western bank bills alcohol was purchased by the Western merchant and shipped East in payment of accounts.

Chicago always has been the great grain market, and farmers for a radius of 50 to 100 miles brought their produce by wagon to this market in the early days and in return bought their necessary supplies here. Therefore business was unquestionably very good in those days, as is evidenced by the following extract from the diary of one of Chicago's earliest druggists, who commenced business in October, 1838, with a \$2,000 drug stock:

"I had no trouble in selling nearly everything for money at a great profit in the course of the winter. In December, 1838, or January, '39, I purchased a lot of drugs and medicines brought late in the fall from the East amounting to about \$300. These also I sold in the course of the winter at a fair profit, although they were bought high. About January 1, 1839, I sent an order for about \$500 worth of goods to Boston to be shipped to this place via New Orleans. They arrived about the 20th of April, and by the middle of the next month were mostly sold."

It will be seen from this that drug stocks moved quite rapidly in those days, but it must be also remembered that there was not the multiplicity of articles that comprise the stock of the modern store. Their shelves were not littered with proprietary medicines and pharmaceutical specialties. At that time some of the manufacturers of patent pills, etc., sold their wares through the book and stationery stores, and even informed the public by advertisements in the newspapers that they did not allow the drug trade to handle their goods. It is a great pity that they did not continue that course, for if they and all the other nostrum makers had done so it would have been very much better for the pharmacy of those days, as well as of to-day, for the trade would never have had to have battled with the cut rate evil on this class of merchandise; but, as Whittier says, "Of all sad words of tongue or pen, the saddest are these: 'It might have been.'"—Albert E. Ebert in American Druggist.

L. PERRIGO CO., MFG. CHEMISTS, ALLEGAN, MICH

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

SALT FISH

Table listing salt fish items like Georges cured, Georges genuine, etc. with prices.

Halibut

Table listing halibut items like Strips, Chunks with prices.

Herring

Table listing herring items like Holland white hoops, Norwegian, etc. with prices.

Mackerel

Table listing mackerel items like Mess 100 lbs, Mess 8 lbs, etc. with prices.

Trout

Table listing trout items like No. 1 100 lbs, No. 1 40 lbs, etc. with prices.

Whitefish

Table listing whitefish items like 100 lbs, 40 lbs, 10 lbs, etc. with prices.

SEEDS

Table listing various seeds like Anise, Canary, Caraway, etc. with prices.

SNUFF

Table listing snuff items like Scotch, Macebain, French, etc. with prices.

SODA

Table listing soda items like Boxes, Kegs, English, etc. with prices.

SPICES

Table listing various spices like Allspice, Cassia, Cloves, etc. with prices.

Whole Spices

Table listing whole spices like Cassia, Cloves, Mace, etc. with prices.

Pure Ground in Bulk

Table listing pure ground spices like Allspice, Cassia, Cloves, etc. with prices.

Mustard

Table listing mustard items like Mustard, Pepper, etc. with prices.

STARCH

Table listing starch items like Kingsford's Corn, Kingsford's Silver Gloss, etc. with prices.

Table listing Kingsford's Corn and Silver Gloss packages with prices.

Table listing Common Corn and Common Gloss packages with prices.

Table listing Kingsford's Silver Gloss and Common Gloss packages with prices.

Table listing Kingsford's Silver Gloss and Common Gloss packages with prices.

Table listing Kingsford's Silver Gloss and Common Gloss packages with prices.

Table listing Kingsford's Silver Gloss and Common Gloss packages with prices.

Table listing Kingsford's Silver Gloss and Common Gloss packages with prices.

Table listing Kingsford's Silver Gloss and Common Gloss packages with prices.

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Table listing sugar items like Domino, Cut Leaf, Crushed, etc. with prices.

Table listing sugar items like Coarse Powdered, XXX Powdered, Standard Granulated, etc. with prices.

Table listing sugar items like Extra Fine Granulated, Conf. Granulated, 2 lb. cartons Fine Gran., etc. with prices.

Table listing sugar items like Mould A, Diamond A, Confectioner's A., etc. with prices.

Table listing sugar items like No. 1 Columbia A., No. 2 Windsor A., No. 3 Ridgewood A., etc. with prices.

Table listing sugar items like No. 5 Empire A., No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16, etc. with prices.

SYRUPS

Table listing syrups like Corn, Pure Cane, etc. with prices.

TABLE SAUCES

Table listing table sauces like Lea & Perrin's Sauce, Good Luck, Universal, etc. with prices.

Crackers

Table listing crackers like The National Biscuit Co., Seymour, Family, etc. with prices.

Soda

Table listing soda items like Soda XXX, Soda City, Long Island Wafers, etc. with prices.

Oyster

Table listing oyster items like Faust, Farina, Extra Farina, Saltine Oyster, etc. with prices.

Sweet Goods-Boxes

Table listing sweet goods like Animalas, Assorted Cake, Belle Rose, etc. with prices.

Gunpowder

Table listing gunpowder items like Moyune, medium, Moyune, choice, etc. with prices.

Young Hyson

Table listing young hyson items like Choice, Fancy, etc. with prices.

Oolong

Table listing oolong items like Formosa, fancy, Amoy, medium, etc. with prices.

India

Table listing india items like Ceylon, choice, Fancy, etc. with prices.

TOBACCO

Table listing tobacco items like Scotton Tobacco Co.'s Brands, Sweet Chunk plug, etc. with prices.

VINEGAR

Table listing vinegar items like Malt White Wine, 40 grain, Pure Cider, Red Star, etc. with prices.

WASHING POWDER

Table listing washing powder items like Rub-No-More, No. 1, No. 2, No. 3, etc. with prices.

WOODENWARE

Table listing woodenware items like Bushels, wide band, Market, Willow Clothes, etc. with prices.

Butter Plates

Table listing butter plates items like No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, etc. with prices.

Clothes Pins

Table listing clothes pins items like Boxes, gross boxes, Trojan spring, etc. with prices.

Mop Sticks

Table listing mop sticks items like Eclips patent spring, No 1 common, No. 2 patent brush holder, etc. with prices.

Falls

Table listing falls items like 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, etc. with prices.

Tubs

Table listing tubs items like 20-inch, Standard, No. 1, 18-inch, Standard, No. 2, etc. with prices.

Wash Boards

Table listing wash boards items like Bronze Globe, Dewey, Double Acme, etc. with prices.

Wood Bowls

Table listing wood bowls items like 11 in. Butter, 13 in. Butter, 15 in. Butter, etc. with prices.

YEAST CAKE

Table listing yeast cake items like Yeast Foam, 1/2 doz., Yeast Foam, 3 doz., etc. with prices.

Crackers

Table listing crackers items like The National Biscuit Co., Seymour, Family, etc. with prices.

Soda

Table listing soda items like Soda XXX, Soda City, Long Island Wafers, etc. with prices.

Oyster

Table listing oyster items like Faust, Farina, Extra Farina, Saltine Oyster, etc. with prices.

Sweet Goods-Boxes

Table listing sweet goods like Animalas, Assorted Cake, Belle Rose, etc. with prices.

Gunpowder

Table listing gunpowder items like Moyune, medium, Moyune, choice, etc. with prices.

Young Hyson

Table listing young hyson items like Choice, Fancy, etc. with prices.

Oolong

Table listing oolong items like Formosa, fancy, Amoy, medium, etc. with prices.

India

Table listing india items like Ceylon, choice, Fancy, etc. with prices.

TOBACCO

Table listing tobacco items like Scotton Tobacco Co.'s Brands, Sweet Chunk plug, etc. with prices.

VINEGAR

Table listing vinegar items like Malt White Wine, 40 grain, Pure Cider, Red Star, etc. with prices.

WASHING POWDER

Table listing washing powder items like Rub-No-More, No. 1, No. 2, No. 3, etc. with prices.

Grains and Feedstuffs

Wheat

Table listing wheat items like Winter Wheat Flour, Local Brands, Patents, etc. with prices.

Wheat

Table listing wheat items like Second Patent, Straight, Clear, Graham, Buckwheat, Rye, etc. with prices.

Spring Wheat Flour

Table listing spring wheat flour items like Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, etc. with prices.

Wheat

Table listing wheat items like DuLuth Imperial, Lemmon & Wheeler Co.'s Brand, Wingold, etc. with prices.

Wheat

Table listing wheat items like Ceresota, Worden Grocer Co.'s Brand, Laurel, etc. with prices.

Meal

Table listing meal items like Bolted, Granulated, St. Car Feed, etc. with prices.

Feed and Millstuffs

Table listing feed and millstuffs items like Corn, car lots, Less than car lots, Car lots, clipped, etc. with prices.

Hay

Table listing hay items like No. 1 Timothy car lots, No. 1 Timothy ton lots, etc. with prices.

Hides and Pelts

Table listing hides and pelts items like The Cappon & Bertsch Leather Co., Green No. 1, Green No. 2, etc. with prices.

Hides

Table listing hides items like Green No. 1, Green No. 2, Cured No. 1, etc. with prices.

Pelts

Table listing pelts items like Washed, fine, Washed, medium, Unwashed, fine, etc. with prices.

Wool

Table listing wool items like Washed, fine, Washed, medium, Unwashed, fine, etc. with prices.

Fish and Oysters

Table listing fish and oysters items like White fish, Trout, Black Bass, Halibut, etc. with prices.

Fresh Fish

Table listing fresh fish items like White fish, Trout, Black Bass, Halibut, etc. with prices.

Oysters in Cans

Table listing oysters in cans items like F. H. Counts, F. J. D. Selects, etc. with prices.

Shell Goods

Table listing shell goods items like Clams, per 100, Oysters, per 100, etc. with prices.

Fresh Meats

Beef

Table listing beef items like Carcass, Forequarters, Hindquarters, etc. with prices.

Pork

Table listing pork items like Dressed, Loin, Boston Butts, Shoulders, Leaf Lard, etc. with prices.

Mutton

Table listing mutton items like Carcass, Spring Lambs, etc. with prices.

Veal

Table listing veal items like Carcass, etc. with prices.

Provisions

Barreled Pork

Table listing barreled pork items like Mess, Back, Clear back, Short cut, Pig, Bean, Family, etc. with prices.

Dry Salt Meats

Table listing dry salt meats items like Bellies, Briskets, Extra shorts, etc. with prices.

Smoked Meats

Table listing smoked meats items like Hams, 12 lb. average, Hams, 14 lb. average, etc. with prices.

Lards-In Tierces

Table listing lards items like Compound, Kettle, Vegetole, etc. with prices.

Sausages

Table listing sausages items like Bologna, Liver, Frankfort, Pork, Tongue, Headcheese, etc. with prices.

Pigs' Feet

Table listing pigs' feet items like Kits, 15 lbs, 1/4 bbls., 40 lbs, etc. with prices.

Tripe

Table listing tripe items like Kits, 15 lbs, 1/4 bbls., 40 lbs, etc. with prices.

Casings

Table listing casings items like Pork, Beef, Beef middles, Sheep, etc. with prices.

Butterine

Table listing butterine items like Rolls, dairy, Solid, dairy, etc. with prices.

Canned Meats

Table listing canned meats items like Corned beef, 2 lb., Corned beef, 14 lb., etc. with prices.

Oils

Table listing oils items like Eocene, Perfection, XXX W. W. Mich. Holt, etc. with prices.

Barrels

Table listing barrels items like Eocene, Perfection, XXX W. W. Mich. Holt, etc. with prices.

Candies

Stick Candy

Table listing stick candy items like Standard, Standard H. H., Standard Twist, etc. with prices.

Mixed Candy

Table listing mixed candy items like Competition, Special, Conserve, etc. with prices.

Fancy-In Bulk

Table listing fancy in bulk items like San Blas Goodies, Lozenges, plain, etc. with prices.

Fancy-In 5 lb. Boxes

Table listing fancy in 5 lb. boxes items like Lemon Sours, Peppermint Drops, etc. with prices.

Fruits

Oranges

Table listing oranges items like Fancy Navel, Extra Choice, etc. with prices.

Bananas

Table listing bananas items like Medium bunches, Large bunches, etc. with prices.

Foreign Dried Fruits

Table listing foreign dried fruits items like Californias, Fancy, Cal. pkg., 10 lb. boxes, etc. with prices.

Nuts

Table listing nuts items like Almonds, Tarragona, Almonds, California, etc. with prices.

Clothing

Prevailing Styles in Summer Furnishing Goods.

The low cut russet shoe is a fashion that is very kind towards the displaying of the unusually pretty hosiery that men are wearing; in fact, some men are not satisfied with that privilege, but insist on the English custom of turning up the ends of the trousers. The majority of men are not vain of any of their apparel excepting their half hose, and I have yet to see the man with a pair of handsome half hose on who did not, when he sat down, pull up his trousers, put his feet in some prominent position, either stretching them out, or crossing one knee over the other, in order to enable the spectators to glance at his newly acquired half stockings. And this year men are justified in being anxious to show their hosiery as much as possible. I do not remember any summer having seen such a variety of pretty combinations and handsome creations as during the present season either in the colorings, that are bright without being gaudy, or in the quieter hues preferred by men of quieter taste. One sees very few stripes placed horizontally in any of the medium and fine goods. The moderate dressers, those that always appear neat without purchasing the higher priced goods, can obtain socks for 25 cents that will give them satisfaction, and will also be of very stylish patterns. Black cotton with vertical silk stripes in red, lilac, blue, or white, embroidered in threadlike lines, either straight or broken, or the always popular tan or blue grounds with black or white polka dot, and many other patterns in striped, figured or checkered effects can be obtained for a quarter at almost any men's furnishing or department store. Solid black hosiery can also be obtained for the same price. To the more exclusive dressers who prefer pure silk hosiery, a wide field is open to them to choose from. A large amount of silken hosiery comes from France, although there are firms in London that have hosiery of silk that is as fine as any French kind in the market, such as Brittle and other large London houses. The most popular silk hosiery come in solid colors, such as red, dark blue, or black, while some men like black embroidered and open work kinds.

The negligee shirt is another article of wearing apparel that fulfills the prediction made that it would be worn more extensively than any other. The patterns follow those of the stiff bosomed fancy shirts very closely, either having vertical stripes, or being made in solid colors, lavender or blue prevailing. They come all the way down from 59 cents for the very cheapest kind to \$2.50 for the handsome made-up shirts shown in some of the well-known haberdashers' windows. A well-known department store that makes a specialty of novelties showed a number of French imported negligee shirts, in lavender and blue, with pleated bosoms and white stripes. They sold for \$3. The most stylish and at the same time comfortable shirt to wear with a serge suit, with serge or duck trousers, or with a blue or gray flannel suit, is the shirt of pure linen of a snowy whiteness, unlaundered, with tucks on the bosom, that may be slightly laundered. A very good one can be obtained as low as \$2. Of course, the stiff bosomed colored shirts are also extensively worn in all sorts of colors and vertical striped pat-

terns, a few with figures, more without. Some of the better class of haberdashers are showing stiff white bosomed shirts with very narrow, black, vertical lines. They are an importation from England and are very stylish. The collar worn most extensively is the high turn-over. There is a diversity of opinion as to whether it is permissible to wear white cuffs with a colored shirt. The best authorities seem to think that it is not good form to do so. Flannel shirts are now to be seen in the haberdashers' windows in varied and handsome assortments. They are made with attached cuffs. The chief objection to this is that they are exceedingly difficult to wash. A few have been made with detachable cuffs, but they do not find great favor among the dressers, because any shirt with detachable cuffs bespeaks inferior quality in their minds, even although the flannel shirts with attached or detachable cuffs alike are sold at the same price. The patterns are shown in plaids and hair lines, red predominating, with olive green as a contrast. The fashionable plaids in blue and green that were so popular a few years ago are conspicuous by their absence.

The large number of high-banded turn-over collars worn has made the bow tie very popular. The bat wing is worn more than any other bow. It is tied with a very tight knot, and rather loose ends, so as not to be mistaken for a ready made tie. Ties of madras, of the same patterns as the shirts, have also been placed on the market and are meeting with a fair amount of success. The long, narrow four-in-hand is very popular, because it looks neat, and can be easily adjusted with the high turn-over collars. With one exception there is no tendency to undue brilliancy in neckwear, although, of course, there are a number of gay colors; they are so well blended that the wearer cannot be accused of loud dressing. I speak, of course, of the better class of neckwear. The prevailing color seems to be blue, with neat white figures or polka dots. Reds of different shades are also finding much favor, while lavender and grayish mixtures are to be seen in profusion. We are indebted to England for one of the handsomest four-in-hands. It is manufactured from soft, meshy black silk, with blurred white dots crossed by fine lines of red or blue. Another four-in-hand that is worn with gray flannel suit and white negligee with a stunning effect is a four-in-hand of red silk of brilliant hue. It is still a matter of conjecture whether the Rumchunda tie will take well. It seems that the manufacturer has let his imagination run riot, to judge by some of the poster-like creations exhibited in the various windows, one of which a critic said resembled a "dye shop struck by lightning." It seems as though no pattern can be too loud, no combination of colors too gaudy to be set forth on this class of neckwear. While the windows are overcrowded with them, I do not notice that they are worn much, and they seem to be tabooed by the most stylish dressers. I believe that they may find a certain amount of favor among a certain class of people, but are not likely to become popular among the exclusive dressers, excepting, perhaps, a few of the less gaudy creations that can be worn with sporting attire, and without a waistcoat, which are shown by exclusive haberdashers.

There is a custom among a number of men of carrying a handkerchief to match their shirt; and so one sees some

wonderful creations in rose, lavender and other bright colors. The material used for the very finest handkerchiefs of this kind is the very best linen, while others not as expensive are made from a mixture of linen and silk, and for good serviceable squares to use on the golf links, fine French toile answers the purpose very well. One of the prettiest of this kind was a blue silk and linen mixed handkerchief, showing white lines in plaid patterns, with a light blue and red monogram in the corner. There was a medium hemstitched edge. Other very pretty combinations were shown in mauve and white, mauve and blue, and mauve and yellow. The evening handkerchiefs are very delicate affairs. The finest are woven by hand from the finest spun linen, about nineteen inches square, and with five faint stripes woven about the four sides. One

corner has long and narrow initials worked in.

The only glove to be worn during the summer, with the exception of those worn for driving or sporting purposes, should be of gray suede. At the spring and summer weddings, the fashion is to wear very soft, dove gray gloves, with stitches of either black or white silk. Brown or red gloves are bad form for the summer. The best driving glove is of a yellowish brown or tan.

Japanese clerks have become popular in London recently, and are employed in a considerable number of stores. Manufacturers who have given the Japanese a trial, however, complain that they are wasteful of material, and have no idea of the value of machinery. They seem to spend all their spare time studying the English language.

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.



"Better Quality for Less Money."

You're looking for it just the same as your trade. That's the prime feature of our "Correct Clothes." We have no "fancy expense" account to contend with; instead, we put it into the materials and workmanship, and the result is: Clothing that meets every demand of your customer; looks well, fits well and wears well; up-to-date in style—satisfaction-giving all the way through. The proof is ready any time you ask for it.

Our Fall Line

Is a world beater; there's style and quality in every line, and value unmatched. \$3.75 to \$16 is the range of prices on our Men's Overcoats; \$3.75 to \$14 on Men's Suits. We have also a splendid line of Boys' and Children's Suits at popular prices. We should be glad to send you samples, or have a representative call any time you say.



CORRECT CLOTHES **Heavenrich Bros.** **DETROIT MICH**

Dry Goods

The Dry Goods Market.

Staple Cottons—There is a quiet business progressing in staple cotton goods, but for present use only. Prices are more or less irregular all along the line, even touching standard grades. Brown sheetings and drills are also irregular, showing differences of one-quarter of a cent on many lines, but business is too slow to show any particular effect. Bleached cottons are quiet and irregular. Yard wide 64 squares are in short supply for immediate delivery, but there is a demand at 4¼c which is hard to fill. Coarse colored cottons are quiet and there is very little business doing, although some development is expected shortly on certain lines.

Prints and Gingham—The new price made by Wm. Simpson, Sons & Co. has been the only particular feature of the market. This was, of course, expected, for their opening price was on a level with cotton goods of a higher grade. For this same reason there will be other revisions undoubtedly in a short time, possibly before this article goes to print. Staple lines in particular are liable to revision. The result of the change in price of Simpson's prints has been to accelerate buying considerably. Dark fancy calicoes show no feature of particular interest, business for the week having been on a par with that of a week before. There has been a fair number of orders received, but as a rule for small quantities only. Nearly all prices have been declared now, although one or two lines are still held back for some unknown reason. There is a little doing in light fancies, but it does not amount to very much. Staple calicoes are quiet, except in mournings, which are finding business. Gingham are without change in situation.

Dress Goods—Looking at the dress goods situation as a whole there is evidenced a better feeling than was noticeable a week ago. The business coming forward to first hands is very small, and manufacturers have little to engross their attention aside from the work on current delivery contracts and preparations for the spring season. From the jobbers come somewhat improved reports regarding the business under way, although trade with them is far from active. Orders show a strong leaning toward the plain fabrics, but at the same time fancies are not wholly neglected.

Underwear—Samples for spring in most cases are nearing completion, and so it's up to the buyers. The latter have delayed the season as much as possible, hoping for a big slump in cotton. While the raw material market is in anything but a settled condition, it is in a much nearer settled condition than it has been, enough, it is believed, to allow of the adjusting of prices on a sound basis.

Hosiery—There is always a certain amount of similarity between the underwear and hosiery market, as a great many conditions that are true of the one are true of the other. The season is backward, but it is expected that buyers of cotton hosiery will open the way in a very few days. Fancies still are very popular, while full-fashioned hosiery is not only in great demand, but is finding more and more favor every day. The domestic makes in most cases compare very favorably with foreign goods in this line, and so importers can not compete with our manufacturers, as they have to pay a high tariff. The latter

have not a very large stock, and prices are very firm, partly on this account, and partly on account of the reigning prices abroad, which are very high. There has been a steady decline in the amount of men's hosiery imported from France, and one manufacturer estimated that fully 20 times as much German half hose is used in the United States as French hosiery. Nine-tenths of the output of the American hosiery is of the seamless kind, and so enormously has the output increased that manufacturers are unable to find a domestic market for their entire output and South America, Mexico, Japan, China and Australia are being invaded.

Carpets—The increasing demand for tapestry and velvet carpets has given this branch more confidence than is noticeable in some lines of ingrain. This is due to the fact that the manufacturers of the latter are obliged to be guided largely by the prices and volume of business taken by the tapestry and velvet manufacturers. From the West and South the ingrain manufacturers expect to obtain the main portion of their orders. It has been the opinion among the retail carpet men for a long time that the retail trade would eventually be confined to one (the fall) season. This is becoming more evident each spring, as a smaller amount of business is done each year during the spring season. Last fall's season in the retail trade was better than for many years, and as this spring season was very backward, when the new fall retail season opens there should be plenty of business done in all grades of carpets. At the present time wholesalers report business fairly good, and in some branches selling up to their capacity.

Art Squares and Rugs—Continue to grow in popular favor, and while they replace to a certain extent the regular carpet, they are becoming universally recognized as among the best floor coverings for certain uses, as they are easily cleaned and cheaper in comparison than the regular goods, and have come to stay. The Japanese jute rug is a one-face fabric, while the domestic jute rugs are reversible, and have therefore led the former, which are now only in moderate demand. It is true the buyers first learned the utility of the large rugs when they purchased the Japanese rugs at low prices. The American manufacturers were quick to see the growing popularity of the rug, and went the imported rug one better by making a two-faced fabric, and by large experience in the dyeing of jute yarn can today offer rugs in fast colors, which has also added to their popularity. The wool Smyrna rugs continue in favor, and trade in this line is picking up, especially in carpet sizes where China matting is more generally used than formerly.

Bargain Counter Voting.

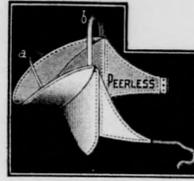
The woman candidate faced the mean man who wished to sell his vote.
"No, sir!" she said, "I will not give you \$1 for your vote. It is not worth it."
"Take it for 90 cents, lady," said the mean man.
"Why didn't you say that before? And can you vote twice for \$1.07?"

Her Prospects Good.

"Do you think he can support you in good style after you are married, dear? I hear he is worth nothing."
"I know Harold isn't rich, mamma, but he has his life insured for \$20,000, and I could get along quite comfortably on that."

In all business affairs strive to gain and deserve a reputation for punctuality.

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.

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

Goods for the Laboring Man

Shirts

Dark and Light, both in weight and color.

Pants

We carry the best quality that money can buy.

Jackets

Denim and Otis checked.

Overalls

Black Duck and Blue Denim. We have one that is a winner at \$4.50 a dozen.

P. STEKETEE & SONS,

Wholesale Dry Goods.

Grand Rapids, Mich.

Two Bargains in Umbrellas and Parasols.



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

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

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

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

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.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market is a little on the turn the past few days owing to a falling off in demand and more liberal offerings of all varieties. Pea beans, which sold at \$2.35 are not quotable above \$2.30, and marrows are offered at \$2.25 for the best; mediums steady at \$2.20@2.25; fair to good, all kinds, \$2@2.15. Outlook presents no favorable features.

Butter—Buffalo has been one of the strongest, if not the most active market during the past week. Sellers have maintained a 20 cent quotation on really fancy creamery and have worked in something not quite up to that quality at the same price. Gathered creamery was in especially good demand at 10½c, and there was no trouble in getting 18c for the lowest quality offered. Dairy worked out quickly at 18½c for fancy and 17@18c for good to choice. In fact, there is really nothing here except goods which will bring those prices, and the enquiry is active for something around 15@16c.

Cheese—Feeling is weak, demand light and some indications of increased receipts if present prices can be obtained. Fancy full cream small are going at 10c in a small way, with good to choice at 9@9½c; poor and common, 5@6c.

Eggs—This market has been strong for two weeks past, but at every show of advance some weak-kneed seller would let go and the result is that that class of commission men are cleaned up and we are on a firmer basis, sales being easily effected at 13½@14c for strictly fancy fresh and 12½@13c at mark. Lower grades are rather plenty, but not wanted.

Dressed Poultry—Receipts exceedingly light last week, and at the close higher prices were possible for fancy fowl and springers. Fowls cleaned up at 11c quickly for the best and 10@10½c for good to choice. Broilers were easily saleable at 18@22c, and possibly more for something fancy. Young ducks were also wanted and would bring high prices. Turkeys dull, with a possible value of 10@12c.

Live Poultry—Fowl scarce and firmer, 10c being readily paid for fancy coops, but the bulk of receipts were mixed or thin broody stock, for which 9@9½c was top. Broilers in liberal supply, but with an active demand; 20c for fancy of good weight and 16@18c for small; thin to fairly good stock was easily obtained. Prospects for broilers, however, are not favorable, as receipts will increase from now on. Young ducks sold at 60@75c per pair, outside price for the best.

Potatoes—Heavy receipts, but with the trade refusing to look at old stock, somewhat higher prices were obtained for new. Fancy sold at \$2.25@2.50; fair to good, \$1.75@2 per bbl. Business, however, was mostly in sacks, which were of all weights and qualities; bulk of fancy selling at 60@65c and fair to good at 45@50c per bushel.

Onions—Steady; supply not increasing and demand fairly active. Southern fancy, per bbl., \$2.25@2.50; bags, 70 lbs., \$1.15@1.25; hampers, \$1.25@1.50. Bermuda crates dull at \$1@1.25; garlic, 7@8c per lb.

Asparagus—Steady demand and supply is liberal for the season. Fancy sold up closely at \$1.50@1.75, and fair to good at 60c@\$1 per doz. bunches.

Cabbage—Heavy supply and, owing to the different styles of crates, it is almost impossible to quote this market. Large crates fancy sold at \$1.25@1.50, while pony or somewhere near a barrel went at 50@75c. Fancy barrels would bring 75c@\$1.

Cauliflower—Easy; liberal receipts and good demand at \$1@1.25 per doz. for fancy and 50@75c for fair to good.

Cucumbers—Southern are out of the way and Northern stock, when fancy fresh, brings 40@50c; ordinary fair to good not quotable above 20@30c.

Tomatoes—Fancy stock has been scarce, and with an active demand \$1.15 @1.20 was readily paid for flats, but the bulk of receipts were not worth over 75c

@\$1, being too green or otherwise undesirable. Florida fancy sold at \$2.25 @2.50 per carrier.

String Beans—Heavy receipts and the fact that the "edge is off" on Southern goods caused a sharp decline. Wax sold slowly at 50@85c; green, 50@75c per bushel hamper.

Celery—Receipts are increasing, but demand is also improved, especially for good to choice stock. The best sells at 25@30c; fair to good, 15@20c per doz. Apples—Southern are in market, but not selling readily, quality being poor. Best barrels offered at \$3@3.50; ½ bu. boxes, 25@40c.

Strawberries—High prices were paid owing to light receipts and active demand. Fancy large sold at 14@15c; good to choice, 11@12c; common, 8@10c per quart.

Raspberries—Receipts cleaned up on arrival at 10@12c per quart for black and 7@9c per pint for red.

Gooseberries—No fancy large or desirable offered. Small green sold at 4@6c per quart; large fancy would bring 8@10c per quart.

Cherries—Heavy supply, but demand is equal and for fancy stock good prices were easily obtained. Eight lb. choice baskets sold at 35@40c; fancy, 45@55c; common small, 20@25c.

Currants—Red large brought 7@8c, but the bulk of receipts, owing to dry weather, are small, and for that class 5 @6c was accepted. White 4@5c per quart.

Pineapples—Market quiet and lower; cases containing 24 to 42, \$2.50@3.

Plums—Texas ½ bushel boxes, 90c @ \$1.

Lemons—Active and firm. Fancy cases, \$6@7; boxes, \$3.50@4.50; half boxes, \$1.05@2.

Peaches—Active demand for anything good and nothing in market until late this week, when a car of Georgias sold at \$2@2.25 per crate, and Californias at \$1.50@1.75 per case.

Melons—The Southern muskmelon crop seems to be a failure this year, as not enough of suitable quality has arrived to supply the demand. The best lots received so far are not quotable above \$2.25@2.50 per bushel crate. Watermelons active but selling low. Fancy large, \$25@28; medium, \$20@22; small, \$15@18 per 100.

Huckleberries—Liberal supply, easy, selling at 90c@\$1 per 12 lb. basket.

Honey—Old weak; best white, 14@15c; dark, 8@10c per lb. Good enquiry for new.

Dried Apples—Dull and easy. Fancy evaporated in boxes offered at 6½@7c per lb.

Straw—Good demand. Oat and wheat bright will bring \$8.50@9 per ton on track Buffalo.

Hay—Quiet and easy. Loose baled, prime, \$16@16.50; tight, \$15.50@16; No. 1, \$14.50@15 on track.

The poorhouse at Wichita, Kan., has been abolished by the county commissioners, there being no more paupers in the county. One old soldier is the only dependent person in the county, and he is being cared for by popular subscription, so the county may said to be pauperless. Ten years ago there were over 500 paupers in Wichita county, but the crops have been so large since then that everybody has made plenty of money. No tramps are allowed in the county. They must work or leave.

An English school board has prepared a circular on the evils of cigarette smoking, which is to be distributed among the parents of the school children. It points out that smoking by boys impairs the eyesight and upsets and stunts growth. Local doctors are to be asked to go to the schools and address the boys on the evils of smoking.

When a professional philanthropist is too thankful for any great response to his appeals, he wants the newspapers to publish free for him a card of thanks.

Soda Water a Necessity.

From the American Druggist.

The consumption of luxuries is accepted as an index of a nation's civilization. What is for one generation a luxury is for the next a necessity. Sugar has long since passed out of one class into the other. Now comes soda water, which has at last passed the border line and become, according to a learned judge in the State of New Hampshire, one of the "necessaries of life." Truly we are attaining a high state of civilization at this end of the Nineteenth Century. In the present instance Concord, N. H., is the scene of action. A druggist of that city was arrested on June 10 for selling this beverage. The prohibition against soda water dates back a year, the drug stores at that time being ordered not to do business except as required in filling physicians' prescriptions. The arrest on the above date was the first for violating that order and was a great surprise. The case came to trial on the following day and the defendant was found not guilty. The case hinged upon the construction placed upon the words "necessaries of life," and the Court decided that soda water could be fairly included as an exception. "The legal meaning of the word 'necessaries,' defined by the courts, is 'such things as are proper and requisite for the sustenance of man,' and soda water is as much one of the necessities of life and proper for the sustenance of man as a glass of milk, a cup of tea or hot coffee, which are sold openly every Sunday." The Court further stated in discharging the defendant that he felt it his duty to encourage the use and sale of all temperance beverages.

The word "compound," which is used frequently in the dispatches from China, means an inclosure. In that country and in Japan it is customary to build high brick walls around factories, business houses, banks, and residences for protection, and these are known as "compounds."

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.

WANTED—A HARDWARE STOCK amounting to \$2,000, in town of 1,000 and over. Will pay right price if doing good business. Enquire No. 425, care Michigan Tradesman. 425

FOR SALE—NICE CLEAN STOCK OF BAZAR goods. Will invoice \$1,000; in one of the brightest towns in Michigan. For further particulars address No. 426, care Michigan Tradesman. 426

FOR SALE—WATER WORKS PLANT AND franchise in Northern Michigan. Write for particulars to D. Reeder, Lake City, Mich. 424

FOR SALE—HARDWARE, AGRICULTURAL implement and furniture stock and buildings; or will sell stock and rent buildings on reasonable terms. Address No. 423, care Michigan Tradesman. 423

FOR SALE—GROCERY AND MEAT MARKET in live town of 2,000 inhabitants in Northern Michigan. Other business. Address No. 422, care Michigan Tradesman. 422

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

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 RENT—OLD DRUG STAND, WITH fixtures. Address Mueller & Slack Co., Grand Rapids, Mich. 413

SHOE STORE FOR SALE—SPLENDID opportunity 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

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 MUSKEGON for sale or trade. Write quick. R. E. Hardy, 294 Concord Ave., Detroit. 391

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 20x60) 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

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 GENERAL Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

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 with inventory \$3,000. Can be reduced to suit purchaser. Will sell or rent store room and dwelling. No trades considered. Call on or address O. C. Himes, Cedar, Ind. 381

TO RENT—THE BRICK STORE AND basement in the Wurzburg Block, 118 Front St., Traverse City, Mich. Positively the best business location in the city. Size of store, 27x 100 feet. Steam heat and artesian water. For further particulars call on or address Peter Wurzburg, Traverse City, Mich. 380

STORE TO RENT IN CADILLAC; CENTRALLY located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

FOR RENT—DOUBLE STORE, EITHER whole or half of it, 40x65; plate glass front; modern fixtures; electric lights; sewer connection; water; centrally located, with postoffice in same block. Address Box 32, Vicksburg, Mich. 336

HOTEL AND BARN TO EXCHANGE FOR merchandise; twenty-five rooms in hotel; resort region; a money-making investment. Address No. 318, care Michigan Tradesman. 318

FOR SALE—THE HASTINGS DRUG STORE at Sparta. One of the best known drug stores in Kent county; established twenty-six years; doing a prosperous business; brick building; central corner location; reasonable rent; long lease; belongs to an estate; must be sold. M. N. Ballard, Administrator, Sparta, or M. H. Walker, Houseman Building, Grand Rapids, Mich. 322

FOR SALE CHEAP—\$33,000 GENERAL stock of hardware, farm implements, wagons, buggies, cutters, harnesses, in good town and good farming country. Reason for selling other business. Address No. 320, care Michigan Tradesman. 320

FOR SALE—GENERAL STOCK, LOCATED at good country trading point. Stock and fixtures will invoice 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 DRY GOODS salesman; young man; five years' experience in general merchandise business; good references. Address W. Berdolt, Box 404, Norway, Mich. 421

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 OFFICE by young woman who has been left a widow and must obtain employment. Has had several years' experience in retail store. Best of references. Interview solicited. Address Moses Dark, care Vinkemulder Co., Grand Rapids, Mich. 398

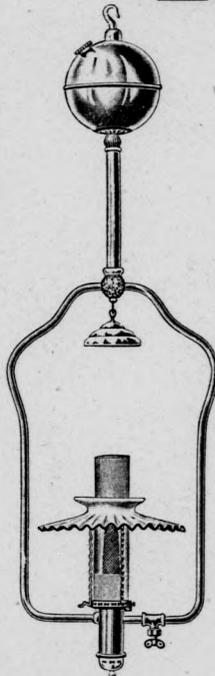
Knights of the Loyal Guard

A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

A SUMMER LIGHT



No. 101

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

The Imperial Gas Lamp Co.,

132 & 134 Lake Street,
Chicago, Ill.

Fans For Warm Weather



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

100.....	\$ 3 00
200.....	5 00
300.....	6 75
400.....	8 50
500.....	10 00
1000.....	17 50

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

Tradesman Company

Grand Rapids, Michigan

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

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

Detroit Retail Grocers' Protective Association
President, WM. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

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

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

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

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

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

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

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

Pt. Haron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

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

Calumet Business Men's Association
President, J. D. CUDDHY; Secretary, W. H. HOSKING.

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

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

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

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

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

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.

Lv. G. Rapids, 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. Grand 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
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, 11:55am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on 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	* 9:30am
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 2,880 invoices..... \$2 00

Tradesman Company
Grand Rapids, Mich.

"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."

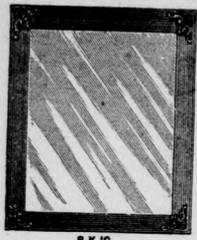
We carry the following regular sizes in stock:

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	

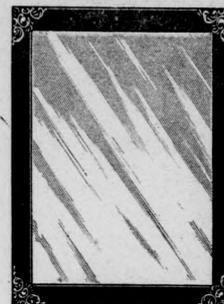
For the convenience of those who wish to purchase only a small quantity as a trial we have put up the following assortment which has proven a splendid combination:

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	

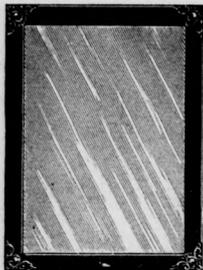
Price of this assortment, \$11.67 net.



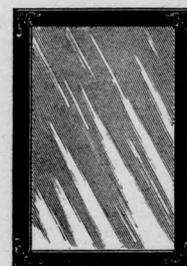
8 x 10



10 x 14



9 x 12



12 x 18

IMPORTERS KINNEY & LEVAN JOBBERS
CLEVELAND, OHIO
CROCKERY, GLASSWARE, LAMPS, HOUSE FURNISHING GOODS

AMERICAN JEWELRY CO.

Manufacturers and Jobbers

JEWELRY AND NOVELTIES

Showing complete lines of Broaches, Buckles, Beauty Pins, Shirt Waist Sets, Pulley Buckles, Scarf Pins, Hat Pins, Links, Collar Buttons, Studs, Empire Back, Pompadour, Plain and Jeweled Combs, Hair Ornaments, etc.

Wholesale Only. 45 AND 46 TOWER BLOCK, GRAND RAPIDS, MICH.



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.

Order from Jobbers.

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

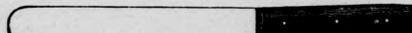
Machine made with glass covers. The best and latest patent self sealing jar. Every one guaranteed.

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

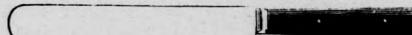
H. LEONARD & SONS, Grand Rapids, Mich.

First Quality Table Knives and Forks

Up-to-Date Styles



No. 10 Knife and Fork. Redwood handle.



No. 20 Knife and Fork. Redwood handle.

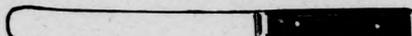


No. 1

Cutlery Assortment



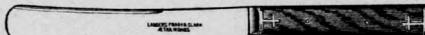
No. 30 Knife and Fork. Redwood handle.



No. 40 Knife and Fork. Redwood handle.



No. 50 Knife and Fork. Redwood handle.



No. 60 Knife and Ford. Redwood handle.



No. 70 Knife and Fork. Redwood handle, nickle silver caps.

We can furnish these carefully selected table knives and forks, packed 12 sets assorted in a case, as follows:

2 sets No. 10 knives and forks @.....	\$ 35 \$ 70
2 sets No. 20 knives and forks @.....	55 1 10
2 sets No. 30 knives and forks @.....	70 1 40
2 sets No. 40 knives and forks @.....	78 1 56
2 sets No. 50 knives and forks @.....	92 1 84
1 set No. 60 knives and forks @.....	1 12 1 12
1 set No. 70 knives and forks @.....	1 18 1 18
Net	\$8 90

No charge for package.

Good Sellers
 will bring you
 Handsome Profit

Sold only in original case. Order quick before they are all gone.

The Daudt Glass & Crockery Co.,

236 Summit and 230, 232, 234, 235 and 236 Water St., Toledo, Ohio