

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JULY 11, 1900.

Number 877

Decorated English Porcelain 100-Piece Dinner Sets

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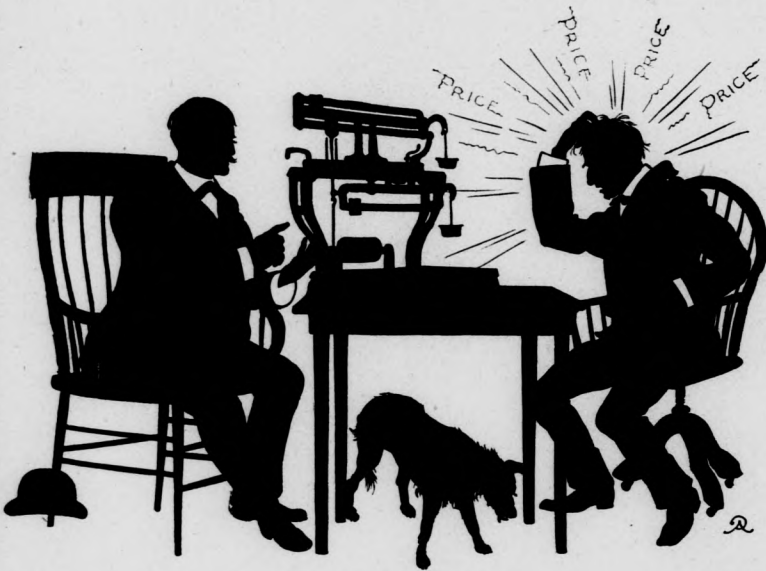
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The sensation of the coffee trade is

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

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Barlow Bros.

Grand Rapids, Mich.

Tradesman Coupons

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CHEATING THAT OVERREACHES.

There was something of a commotion created the other day when the wine jury at the Paris Exposition decided not to pass upon the merits of any wine bearing a French name. The French have not been at all successful in hiding their chagrin, if not their resentment, at the success of the American in winemaking and the opportunity for showing both was not to be lost. They came, they saw, they shrugged their shoulders, and passed by on the other side. A wine with a stolen name—they would have none of it. It was a cheat on the very face of it and French honesty could not and would not countenance that. As a result no judgment was passed upon the American wine.

After the flush of anger is over and the oath taken to "even that thing up one of these days," there is after all another side to the question and, in our rapidly growing relations with the nations of the earth, a bit of "the everlasting truth" which it may be well to take to heart. The fact is, the wine in question was put upon the market with a stolen name. When it was found that the American manufacture was equal to the foreign article, that, indeed, the connoisseur could not detect the difference, the smart winemaker, for the sake of the gain to be secured, labeled his product as a popular brand and laughed to himself as he saw how completely the consumer had been deceived. Jacob was not more successful in tricking Esau out of his birthright and was not more happy over it.

One can not help feeling that the cheater has received his deserts, the more so when it is generally conceded that in time—and not a long one—the slighted wine would, under its own honest name, have asserted itself and become the general favorite it is known to be. So far that has been the result of square dealing and when, as in most instances, the American product has made merit the basis of its claim to favor and won it seems foolish to resort to cheating for the sake of hurrying up a sure-coming prosperity.

This has not been the only instance where the American article has received rebuff for the same reason. It is barely possible that France in other lines has had other experiences. These columns have had occasion to revert to the same principle before and to regret that our relations with foreign countries should be disturbed by the shortsighted policy of misrepresentation and fraud.

There is something averse to the National idea in taking a name which belongs to somebody else or to some other thing. To produce a wine equal to a well-known brand is well enough; to surpass it is better; but to steal the name and to get financial profit thereby—in a word, to be sailing under false colors—is not a peculiarity of this country and the men who have been doing this will find no real sympathizers among their countrymen. It has been said—and will be again—that France need not make such a fuss over what she herself has done time and again; but, while there may or may not be evidence to prove this, the fact remains that the American winemakers have made use of "Sauterne" and "Tokay" because there has been in look and taste a strong resemblance between the foreign wine and the domestic.

As has been already stated, the advantage has been shortlived, as it ought to be. The decision of the jury hurts in more ways than one. It says that the Yankee "has been at it again" and with his everlasting "almost" has fooled his conceited countrymen into drinking a homemade wine at the price of the imported one. Let them, the cheated and the cheat, settle their own differences. We will have nothing to do with either. We will not pass upon the merits of any foreign wine with a French name.

It is no secret that France has been getting uneasy over the growing prosperity of this country in many directions. Like other European countries she has prided herself upon being not hard to beat, but impossible to beat, and the conviction has been a source of the greatest satisfaction. In certain lines of manufacture she has been simply sure that she was not to be surpassed. That acknowledged daintiness of touch and that exquisite taste which have been purely French have led her to believe that there was where she need have no fear. Recent years are showing her the instability of all this and it is the American wit and the American genius that have done this. They have been forging ahead, and right against her strongest position. She has become jealous and this episode of the wine has given her a chance at the same time to show jealousy and resentment.

If the affair shall have the effect of showing the American his real position and making him ashamed of himself it will be a good lesson; and if, in addition to this, he shall be convinced that the Esau business is not up-to-date and will not work, there are grounds for hoping that sneaking under a false name will cease among certain American manufacturers.

GENERAL TRADE REVIEW.

The fact that, in spite of the adverse influences of the political situation and the Chinese complications, the average of prices in speculative markets shows improvement argues that underlying conditions are still strong. The month starts out with increasing activity in Wall Street, although price changes are small and there is much hesitation in outside buying. It is probable that the uncertainty in the iron situation on account of the delay in wage scale adjustment and the continued lowering of unduly inflated prices is also an adverse factor of some importance. It is notable that with so many apparent indications of bear influences there is so little diminution in the volume of business. It is difficult to realize that as compared with corresponding periods of last year, in which most records were broken, this year is in the lead. Aside from a few of the Eastern cities where the adverse influence of speculative dullness is most felt, clearing house reports show a volume of business never equaled. It should be remembered, too, that actual railroad earnings are in excess of any former reports, although there is reported a diminution of net proceeds in some cases on account of the large amounts being used for improvements and charged to operating expenses. Railroad managers are confident of the future and are freely spending money on their properties. The railroads of the country are in sound physical and financial condition, and expenditures for further improvements now are made in expectation of increased prosperity after the period of trade readjustment and political uncertainties is over. Current reductions in net returns will not foreshadow dividend suspension. All the dividend paying roads have been earning largely in excess of dividend requirements for the last two years and can easily weather a season of reaction. If net returns were declining because of an actual reduction in gross earnings there might be reason for uneasiness.

The industry suffering most from the period of price adjustment, both in products and wages, is that of steel and iron. In spite of the fact that most of the great works are idle on account of the summer shut-down for repairs and wage scale adjustment, prices of products continue to decline. This only signifies that they had not yet come down to a business basis; and, when this is accomplished and the decks cleared of uncertainties, the demands of transportation and of architectural, engineering and other industrial enterprises will quickly bring an activity exceeding any recorded.

The vacation season is made the pretext for the closing of many textile works in the East, but really to aid in reducing the undue stock which has already accumulated. Prices are slow to yield, which is not strange with cotton selling for over 10 cents. Wool shows some decline, however, and many factories are lessening output to aid the price situation. Boot and shoe conditions still continue unsatisfactory, Eastern shipments still declining, and July shows less business in sight than for years past.

IN TOY LAND.

The Seamy Side of a Doll's Early Life.

The making of toys has been invested by popular fancy with the same glamour that surrounds holidays and gift-giving. As a matter of fact, a toy manufactory is one of the most practical of places. It is an American industry of sudden growth, too, for until seven years ago all the dolls sold in the United States were imported.

For a long time Germany, Switzerland and France divided the business of making toys. They still make the bulk of toys for the world, but in this country they are encountering more and more competition each year; and this despite the fact that in Europe child labor, paid a pittance, is largely utilized in toymaking, while with us the services of children are seldom or never used.

The composition which evolves into the full-fledged doll is mixed like paint or liquid paste, in big pots with spouts like those with which Phyllis watered her posy bed long years ago.

From the pots the composition is poured into molds of plaster. It hardens quickly, and when the proper time has elapsed the molds are broken by skilled hands, and one section of the doll in the rough has completed its first stage. If this is the head, the next step is to give it to the polisher, whose task is a delicate one. It is necessary that the surface be without blemish, and in polishing—accomplished by sand paper and emery wheel—great care must be exercised, lest a slip change the shape of some feature. A snub-nosed doll is not tolerated.

The polishing process ended, the molded creation has resolved itself into a pallid, eyeless travesty upon humanity. To remedy this, the eyes are first inserted. The operation of trephining has been accomplished, and the workman is therefore able to fasten the eyes by springs hidden within the head. Sometimes the springs are arranged so that the doll seems to sleep or wake, according to the position in which it is held.

Now comes that most important task, the giving of a complexion, always performed by girls. "I nefer allows a mans to do noddings mit der complexion-shun," said the smiling German frau who instructed me in the process of dollmaking. "A good many mans paints nice pictures, but dey can't paints der face. Ach, no!"

The girl who places the hue of health upon the face and neck of the doll mixes her own paint. The shade is a delicate one and must never vary. Application is not a matter of much time, and when accomplished the head is set out to dry. This done, it passes into the hands of another girl, whose duty is to give the face rosy cheeks.

In counterfeiting the blush of nature the greatest attention must be given to harmony of shade. There are diverse shades of pink, and the rosy cheeks must match the ground color of the face. Carelessness, ever so slight, could mar beyond hope of repair, except by doing the work all over again; but the workers become so expert that an error is rare.

Although possessed of eyes, complexion and cheeks properly tinted, the doll still lacks that great essential, the hair. The complexion settles the question as to what color the hair is to be, and so all that is left for the deft fingers of the wigmakers is to see that the wig is becomingly placed. Glue and good judgment are the essentials with the wig-

maker, as well as an unerring eye for shades of color. With the hair in place, the head is complete.

The construction of the arms and legs of the doll, or so much of them as may be formed of the composition, is accomplished in the same way as the head, up to the conclusion of the polishing process. When the various parts of the doll are complete they are turned over to the finishers, and here is where the most novel and uncanny sight in the factory is seen. There are big baskets and barrels filled with arms and legs so human that one almost imagines the air to be redolent of the iodoform smell that distinguishes the surgical wards of a hospital. Rows upon rows of heads blonde and brunette, with eyes staring into vacancy, are arranged upon shelves and tables, and, most ghastly of all, torsos of wood, or whatever the body of the doll may be made of, lie in promiscuous heaps, weirdly suggestive of a massacre in Lilliput.

In the midst of all this, the men and girls work away fastening the dolls together and making astonishingly rapid progress. As fast as the complete dolls appear, they are laid in a basket to be sent either to the dressers or to the packers direct. Some dolls, the more expensive sort, are clothed at the factory, but the hoi polloi go out in a state of nature akin to that of Mother Eve. The retail merchants do not buy direct from the factory. They deal with the middleman, or jobber, as he is called.

The bulk of the tin toys produced in this country are made in New York. There is one factory which turns out more toys than all its competitors combined and its seven floors are filled with busy workers from January to January.

The making of tin toys is an interesting study. While almost every one is familiar with seeing dolls torn limb from limb by ruthless youngsters, the tin toy, although it may be broken, generally preserves a semblance of its original form. That is why it is startling to see heaps of halves of tin horses, barrels of cart wheels, queer-looking shapes that are embryo locomotives, huge piles of tin strips that will some day be the bodies of drums.

In one building there are five spacious floors devoted to the construction of these toys. First comes the display room, then the cutting department, the soldering room, and the packers, last and highest up. In the cutting department are heaps of tin which eventually become almost every form of toy from the penny candlestick to the biggest drum or train of cars that can be found. Here most of the shaping of toys is done; all by machinery, guided by skillful hands.

A tin kitchen is built almost entirely by machinery. First, the tin is embossed. Before this, however, the prevailing color of the kitchen has been placed on the sheet of tin by machinery designed especially for that purpose. Then comes the embossing, and after this the sheet—for it is still flat—is run through a machine which paints only the embossed places. Now it is ready to be shaped, and goes to the proper workmen.

When the range is placed in position, the kitchen is handed over to a young woman, and with a few deft strokes of her brush all bright tin is transformed into a dead black. And now the kitchen is ready for any small housekeeper lucky enough to get it.

This is the general process followed in the making of tin toys. Wherever possible the tin is colored by machin-

ery. The horses are all hand-painted, being fashioned in halves, by machinery, and then soldered together.

There are workmen and women who do nothing but put wheels on wagons, cars and locomotives, a process that is called "wheeling." There are others who fasten little tin candlesticks to their bases and still others who string the drums, which are fashioned and put together by machinery.

Most of these workers labor from seven o'clock in the morning until six at night. They are not paid by the week, but for what they do, and their earnings will average from fifty cents to one dollar and fifty cents a day, according to the task at which they are set. The girl who dresses and finishes the clowns makes fifty cents a day, the girl who paints the horses makes perhaps a dollar, and the man who does the "wheeling" makes one dollar and fifty cents. The busiest time of the year in toy factories is during May, June, July and August. They are running then on orders for toys intended for the following Christmas. The orders executed later in the year are called duplicates. There is no trade whose followers work further in advance than the toymakers. With the beginning of the new year the salesmen start on their rounds, and while in the minds of the majority of people July Fourth represents a day redolent with fiery memories, to the toymaker it means a rest from anticipated Christmas joys.—Chas. Culver Johnson in Puritan.

Lessons Learned From a Day at Stittsville.

Stittsville, July 5—This is one of the oldest villages in this part of the State and has its name in honor of one of the early-day lumbermen. It is to-day alive and prosperous, even although its sawmills and lumber business are a thing of the past and no railroad touches its environs. I say no railroad, forgetting for the moment the Jennings & Northeastern, a narrow-gauge railroad built by Mitchell Bros. and used by them in conveying logs to their great sawmills at Jennings and to carry men and supplies to their many camps located in Missaukee and neighboring counties. The managers of this road are most accommodating and any one willing to ride in a "waycar" can have a free ride between any points they make. The people of Stittsville are looking forward hopefully to the time when a regular passenger coach will be sent daily from Jennings to Stittsville and return.

I have spent some time in the little town lately and have come to view life from a new and, I think, a higher point than I had been able to get from the crowded streets of the city. Here in this tiny village, remarkable for nothing and almost cut off from the world—that is, the world of business and fashion—live peacefully and, I believe, contentedly its little handful of people, with neither a millionaire nor pauper in their midst—neither an idler nor drudge. Upon every face rests the sign manual of a peaceful mind. They have, unconsciously, perhaps, overcome the tyranny of an "insatiable heart" and fitted their desires to their surroundings and possessions and, instead of wasting time in vain efforts after the unattainable, spend it in the enjoyment of that which they already possess. One gets a glimpse of this true philosophy in Opie Read's tales of Southern life, but there it is marred by sloth and languor. Here it is enhanced by a hearty, healthy love of labor. As the home of song and mirth is always found where labor dwells, I found here not only bare content, but genuine happiness. I numbered the Fourth among the days I spent here and never have I felt so like shouting "Hurrah for the Fourth of July."

Stittsville celebrated, and what fun we all did have and at no expense of worry or anxiety, of deprivation or sacrifice to any one! Out in the world, somehow, our pleasures always seem to

cost so dearly that one almost always wishes he had not had any; but at Stittsville it was different. From the first fire cracker set off in the early morning by some ambitious small boy until the fizzling of the last little squib late at night, not one thing happened to mar our fun—not a thumb blown off, nor an eyebrow singed, not a fire alarm, nor a runaway horse, nor a fight, nor anything not in keeping with genuine pleasure. Early in the morning the farmers arrived, bringing their entire families. About noon a party from Jennings came on the logging train and were met by the band and escorted into the village to the tune of the Red, White and Blue. Dinners, as well as the regulation water melons, lemonade and peanuts, were served in bough-embowered booths built for the occasion. Rosy-faced young girls in white dresses and beaux in their best suits promenaded the street or danced in the hall, which was gay with flags and pine boughs. When I was told that the organ used to accompany the fiddle played for the dancers was the church organ, I held up my hands, but when I looked around at the happy, innocent faces of the dancers, they went down again—and I confess they were far more honest when they went down than when they went up, because, in my heart, I believe that nothing inanimate is sacred, and that a hymn played on a banjo or a waltz played on a church organ is no greater crime than that of inharmony with popular opinion. In the afternoon the minister read the Declaration of Independence and delivered an oration, after which races were run between old men, fat men and young men—and if our supply of kinds of men had not become exhausted I presume there would have been more races. Then we had exhibitions of local athletic skill and a base ball game, all thoroughly enjoyed.

I shall not be so foolish as to forget the lesson I have just learned—that a contented mind, which is, indeed, the only true source of happiness, comes from a change of self and an adjustment of our desires to fit our conditions in life and not from the acquirement of mere external things. I may never be able to possess an automobile, but I am able not to wish for one, which amounts to the same thing; because, having obtained the automobile, it would at once become a necessity and have no more charm for me than any other common thing which I possessed long ago; a flying machine or an air ship would then become the object of my desire.

E. L. Allen.

Rural Philosophy.

A West Side grocer recently spent a week in the country, boarding at the farm house of a granger who had decided views of his own on every subject under the sun. One day a lightning rod peddler came along and persuaded the old man to allow him to affix rods on one of his barns. The old fellow owned two barns, and had lightning rods put upon one building as an experiment. The second day after the rods were placed in position a heavy June thunderstorm swept over that part of the country, and a flash of lightning rent the sky and the bolt struck one of his new rods. The barn was not injured in the least, and the farmer wept for joy.

"That saves me money, be gosh!" he exclaimed.

"Of course it does," answered the West Sider. "I suppose you'll have rods put upon the other barn at once?"

"Not by a dern sight!" answered the old man. "I'm goin' to have them rods moved over to th' other barn. Lightin' never strikes twice in the same place, y' know!"

The Boston Public Library has recently recovered a novel which was reported missing thirty-three years ago. A superlatively honest man found it among a quantity of books bought at an auction in Pembroke and returned it to the library.



Royal Baking Powder

ABSOLUTELY PURE

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

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

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

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

Around the State

Movements of Merchants.

Detroit—August May succeeds May Bros. in the grocery business.

Caro—Dr. W. S. Fritz has engaged in the shoe business in the Fritz block.

Cadillac—Snow & Bectel succeed C. D. Snow in the confectionery business.

Jackson—Varian E. Youngs has sold his grocery stock to W. C. Mannering.

Belding—Fisk Bangs has sold his drug stock to C. O. Cushing, of Ann Arbor.

Grand Ledge—John Niles has purchased the grocery stock of L. C. Tubbs.

Traverse City—Wm. Bloodgood, baker, has sold out to Henry Jansen, of Chicago.

St. Johns—Webb & Doan, of Corunna, have purchased the meat market of John Pfeigharr.

Ruth—Frank J. Epting, grocer and hardware dealer, has sold out to Wixom & Bostwick.

Caro—York & Edgar have sold their agricultural implement stock to Howard P. Doying.

Flint—Arthur A. Stapleton succeeds Stapleton & Sager in the plumbing and tinning business.

Sault Ste. Marie—W. Kozlow has opened a house furnishing goods store on Ashmun street.

Greenville—Whiting G. Nelson has purchased the furniture and crockery stock of Chas. C. Wilson.

Pinckney—H. W. Ellis, of Oak Grove, has purchased the bazaar stock in the Surprise store at this place.

Kalamazoo—Henry Zantenga has re-engaged in the grocery business at this place, purchasing his stock of B. Desenberg & Co.

Baldwin—Wm. Wilson has purchased the interest of his father in the mercantile business and will conduct same in his own name.

Menominee—Theodore C. Christenson has purchased the interest of his partner, Chas. C. Hansen, in the grocery firm of Hansen & Co.

Wayland—F. E. Pickett, general dealer at this place, has taken his son, Harry R. Pickett, into partnership, the firm name being F. E. Pickett & Son.

Alma—The new Lancashire block is nearly completed and will be occupied by the grocery stock of O. W. Rogers and the hardware stock of Smith & Glass.

Benton Harbor—George B. Warren, the most prominent merchant of the town, has filed a petition of involuntary bankruptcy. Liabilities, \$15,000; assets, \$12,000.

Lansing—F. J. Eilenburg has formed a copartnership with L. C. Reynolds, of Leslie, and will continue the drug business under the style of Eilenburg & Reynolds.

Ithaca—S. E. Parrish has purchased the interest of H. N. and Jas. Robinson in the drug firm of Robinson & Watson. The business will be continued under the style of Watson & Parrish.

Reading—R. H. Hill is now located in his new grocery store, erected on the site of the building destroyed in the recent fire. Dr. D. W. Fenton will occupy a suite of rooms on the second floor.

Saugatuck—If money enough can be secured to do a little more dredging at the harbor, Barnett Bros., the Chicago commission merchants, will build a large packing house here and will make a specialty of buying fruit in the orchards. Elmer Wiley would have charge of the business.

Chelsea—John D. Watson has purchased an interest in the Welch Grain & Coal Co. and the business will be carried on in its several branches under the style of the Watson-Welch Grain & Coal Co.

Kalamazoo—H. D. Baker has purchased the grocery stock of Scudder & Newell, on North Burdick street, placing Arthur Haynes in charge thereof. Mr. Baker will continue the grocery business at Vicksburg.

Clifford—P. C. Purdy, of Caro, will open a bank at this place, associating himself with John F. Turner, railroad agent here for the past thirteen years. The new institution will be styled the Clifford Commercial Bank.

Bay City—C. E. Walker has sold his interest in the grocery firm of Kelley & Co., to his partner, C. A. Kelley, and has accepted a position with Reid, Murdock & Co. (Chicago) to represent them in Northeastern Michigan.

Sault Ste. Marie—Hector McDonald, an experienced harness maker, has engaged in the harness business on West Spruce street. His son, Ray McDonald, has opened a boot and shoe store in the same block and adjoining his father.

Negaunee—The project of organizing a Finnish Co-operative Association here has been dropped. It was impossible to obtain subscriptions footing up the amount required to start the proposed store. The unfavorable industrial outlook helped discourage those who had interested themselves in the matter.

Bay City—The Hammond Seed Co., whose warehouse at Fifield was recently destroyed by fire, has selected a site near the corner of Third and Jefferson streets in this city for a new building, and will break ground as soon as the papers are executed. The new warehouse will be 60 feet wide, 104 feet long and four stories high.

South Haven—Capt. E. E. Napier, who opened a drug store here about six months ago, after repeated trials to get a license to run a road house just outside of the village, in Allegan county, has been arrested by Sheriff Thomas, of Paw Paw, for violating the local option law. He was held for examination and furnished \$300 bonds.

Fruitport—John H. Westover has sold his general merchandise stock to the Fruitport Supply Co., a corporation recently organized by James Christopher, F. F. Bowles and D. J. Gilhuls. The business will be conducted under the management of W. H. Fletcher, formerly engaged in the restaurant business at Muskegon and Traverse City.

Adrian—Wesley & Sons have purchased the boot and shoe stock of Louis B. Schneider and will continue same in connection with their clothing and furnishing goods business. Bert Thompson will continue as salesman and Jos. Buck, who has been with the house since it was established, forty-three years ago, will remain in the repair department.

Manufacturing Matters.

Six Lakes—A. H. McDonald, manufacturer and dealer in lumber, succeeds W. C. Westley in the elevator business, and will also engage in the produce and seed business.

Owosso—The Vincent Valve Works have shut down again for a week. It is quite probable that the works will not run steady again in this city, as the plant goes to Sandusky in October.

Morrice—Geo. Mackey, of Parma, and Edward Sutton, of Albion, have purchased a flouring mill and the elec-

tric light plant at this place. They will deal in wheat and other farm produce and will also furnish electric light to the people of the village.

Kalamazoo—The Kalamazoo branch of the Standard Wheel Co., which the concern had planned to move East, will likely remain here as the result of the burning of the Sandusky branch on Friday. Over 150 men are employed in Kalamazoo, and its retention would give great satisfaction.

Saginaw—The American Fiber Co., for the manufacture of wood pulp pails, packages and other articles made of wood pulp or fiber, has been organized here with a capital stock of \$200,000. The company will also manufacture salt and will be in operation in about three or four months. At the directors' meeting, held in the office of S. G. Higgins, immediately following organization, the following officers were elected: President, Andrew Stark; Vice-President, J. W. Symons; Secretary-Treasurer, William Seyfardt.

Saginaw—The Supreme Court has handed down a decision in the case of Ernest Feige and W. R. Burt which is of more than local interest. The case was originally brought by Ernest Feige against W. R. Burt and the Home National bank to recover the value of 800 shares at a par value of \$20,000 in the capital stock of the Feige Desk Co. The case was tried in the Circuit Court here in May, 1899, and judgment was rendered in favor of Mr. Feige by which the defendant was held liable and the value of the stock placed at \$19,000. The defendant carried the case to the Supreme Court, and the opinion just handed down holds that there was no error on the part of the court in the trial, but that the value of the stock had been assessed by the jury at too high a figure. The opinion rules that unless the plaintiff remits \$6,703.20 from the judgment rendered in the lower court, the case will be reversed.

Thirty-Seven Out of Ninety-Eight.

Saginaw, July 6—At the last examination session of the State Board of Pharmacy, there were ninety-eight applicants present for examination—sixty-nine for registered pharmacist certificates and twenty-nine for assistant papers. Twenty-one received registered pharmacist papers and sixteen assistant papers, as follows:

Registered Pharmacists—R. N. Bauer, Petoskey; L. Barlow, Hastings; M. J. Clonon, Pontiac; L. O. Cushing, Ann Arbor; A. G. Dunlap, Detroit; Chas. Davey, Detroit; D. T. DeWitt, Port Huron; E. C. Edsill, Jackson; H. Hudson, Riverdale; O. D. Hudnut, Hanover; E. W. Hackmuth, Big Rapids; J. W. Kramer, Grand Rapids; F. M. McCarrick, Lansing; D. S. Matthews, Ypsilanti; J. R. Martin, Monroe; S. P. Rockwell, Pontiac; G. F. Stickney, Gowen; P. J. Tischert, Detroit; F. W. Tillson, Battle Creek; F. H. Whiting, Union City; G. A. C. Wilson, Mancelona.

Assistant Pharmacists—E. J. Belser, Ann Arbor; H. D. Berry, Detroit; E. J. Bennett, New Haven; G. V. Coafmann, Cheboygan; J. B. Cannon, Detroit; F. L. French, Spring Arbor; G. D. Hilton, Fremont; W. W. Horne, Fayetteville, N. C.; A. E. Lambert, Detroit; D. N. Monroe, Cass City; J. J. Neihardt, Detroit; G. J. O'Brien, Bessemer; E. Roice, Mecosta; G. H. Stillwell, Jonesville; A. L. Todd, Spring Arbor; F. A. Williams, Ionia.

The following officers were elected for the ensuing year:

President—A. C. Schumacher, Ann Arbor.
Secretary—H. Heim, Saginaw.
Treasurer—W. P. Doty, Detroit.
H. Heim, Sec'y.

Collection Agency With a Bad Reputation.

J. F. Zerbel, the Marquette grocer, writes the Tradesman in regard to the Comstock Law and Collection Agency, of Oswego, N. Y.

This concern has been repeatedly exposed by the Tradesman, including the following reference to the fraud in the issue of Sept. 25, 1897:

The Comstock agency is now attempting to force collection on a number of \$25 notes which were secured by its solicitor in exchange for memberships in the alleged organization. The notes are very cleverly worded, containing conditional sentences calculated to entrap the unaware, but the Tradesman is of the opinion that the agency would hardly dare to go into court to enforce collection on agreements so manifestly unfair and onesided.

The peculiar feature connected with the career of irresponsible and fraudulent collection agencies is that merchants will ignore local collectors and collecting agencies whose responsibility is unquestioned and place themselves at the mercy of entire strangers concerning whom they have no means of ascertaining any facts as to standing or responsibility.

The following letter from a leading attorney of Oswego is sufficiently definite to enable any one to form a conclusion as to the worthlessness of the Comstock agency:

Answering your letter in relation to the Comstock Law and Collection Agency, permit me to say that the company is really one man, whose name is Comstock. He has an office in the Oswego City Savings Bank building and, prior to the establishment of the Comstock Law and Collection Agency, he conducted a collection agency, having claims assigned to him and suing them in the town in which he resided, which is one of the backwoods towns of the county. He subsequently stopped this method of procedure and now merely sends a certain number of letters to the debtor, each of a more severe character than the former, by which means he hopes to induce the debtor to pay. He bears a very shady reputation throughout the country and especially here in town, and for a short time the postoffice refused to deliver his mail, although that inhibition has been removed. The less you have to do with him, the better off you will be in the end.

So Homelike.

From the Syracuse Herald.

The fender of the trolley car caught him amidships.

First he was hurled fifty feet into the air.

In landing he fell against a pile of cobbles, which fell all over him.

Finally he rolled down a coal pit.

They carried him to the hospital, and after an hour or so he opened his eyes.

"That was like home," he sighed.

"Home!" cried the physician.

"Where the deuce are you from?"

"St. Louis."

The Legitimate Outcome.

I. T. Hunter & Co., produce commission merchants of New York, who have been repeatedly exposed in the columns of the Tradesman as fraudulent, made an assignment to Franklin J. Minck July 7. The Tradesman has made special effort to obtain the particulars of the failure, but up to this time has been unable to do so.

The Boys Behind the Counter.

Owosso—Bert Proper is clerking for L. D. Wilson, grocer.

Newaygo—Nels Christenson has entered the employ of W. W. Pearson.

Hancock—Albert Jacobs, formerly of Marquette, has taken a position in the general store of Liebleine & Co.

Grand Rapids Gossip

The Produce Market.

Apples—Early Harvest stock commands 50c per box and \$4@5 per bbl.

Bananas—The situation in bananas has changed somewhat since the holiday last week. Then it seemed well-nigh impossible to get enough to supply the demand but this week the demand has fallen off considerably and prices have declined 5@10c per bunch.

Beets—60c per bu.

Blackberries—\$1.25@1.50 per 16 qt. crate.

Butter—Factory creamery is in good demand at 10c. Dairy grades run poor in quality, ranging from 15c for fancy and 14c for choice to 12@13c for packing stock, which is moving freely in large quantities.

Cabbage—Home grown commands 50c 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 command \$1.50@1.75 per 1/2 bu. package. Sweet cherries are about out of market.

Cocoanuts—\$3 per sack of 100.

Cucumbers—30c per doz. for home grown.

Currants—75@90c per 16 qt. crate for red or white.

Eggs—Dealers pay 10 1/2c, case count, on track, but most shippers prefer to take their chances on consigning their eggs, in which case they receive returns in the vicinity of 11c. Local dealers meet with no difficulty in obtaining 12c for choice candled stock. The loss off averages about a dozen to the case.

Green Corn—The new crop is beginning to arrive, but not in sufficient volume to justify quotation.

Gooseberries—75@80c per 16 qt. crate.

Green Peas—Marrowfats, 75@80c per bu.

Green Stuff—Lettuce, 40@50c 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, 40c per bu.

Honey—Fancy white, 12@14c; amber, 10@12c; strained honey, 7@7 1/2c.

Lemons—Have advanced 25@50c per box and the prospects are encouraging for an active trade at full prices, and some anticipate a further advance before the week is out if the present rate of demand continues.

Mint—30c per doz. bunches.

Oranges—The Redlands (Cal.) Orange Growers' Association packed its last car of the season on June 28. It was the largest carload of oranges forwarded from Redlands this season, containing 555 boxes. The Association forwarded this season 350 cars, the largest number it has ever handled. Total Redlands shipments are stated to be over 1,510 carloads and about 60 carloads of lemons.

Peaches—\$1.25 per 4 basket crate for Southern.

Pears—Some excellent pears from California have come into market within a few days, and they sell very readily at full figures. Southern Le Conte pears are also in demand, if the quality is good; otherwise they are not wanted at any figure.

Pineapples—\$1.75@1.90 per 100. Receipts show no improvement. Receivers are becoming impatient with the present conditions. So many of the receipts rot even before they can be repacked that the profit is gone, and frequently there is serious loss to receivers. Shippers have to exercise the most extreme care, otherwise there would be heavy claims for damages upon every consignment sent out. It is hoped that the plantations will be cultivated next year so the pines will have some bottom and stability, aside from what is imparted by cold storage on the coast.

Potatoes—Early Ohios are in strong demand and adequate supply at 50c per bu. Old stock is about played out.

Poultry—The market is weaker and lower on some varieties. For live poultry local dealers pay as follows: Broil-

ers weighing 1 1/4 to 2 lbs. command 14 @14 1/2c per lb. Squabs, \$1.40@1.50 per doz. Pigeons, 50c. Chickens, 7@8c. Fowls, 6@7c. Ducks, 8c for old and 10 @10 1/2c 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 10c for No. 2 and 11c 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 90c per 40 lb. box.

Tomatoes—Mississippi stock has declined to 90c for 4 basket crate.

Turnips—60c per bu.

Watermelons—20c for mediums and 30c for Jumbos. The demand is enormous.

Wax Beans—75@90c per bu.

Whortleberries—\$1.50@1.75 per 16 qt. crate. It is now generally conceded that the crop will not be as large as was expected.

The Grain Market.

Wheat has been very steady during the past week and it closed exactly the same as one week ago. Receipts in the Northwest have fallen off and the millers are taking all that comes on the market. What wheat comes forward is from interior elevators and, when these are cleaned out, there will not be much more to come forward. We notice the claim is made by the Evening Press that the three States, North and South Dakota and Minnesota, will have half of an average crop. We think this is somewhat exaggerated as reports from trustworthy sources tell a different story. The same paper also claims a 550,000,000 bushel crop for the United States; that is 70,000,000 bushels more than is estimated. If we harvest 480,000,000 bushels we will be doing well. Our exports for the year ending July 1, 1900, were 202,000,000 bushels, or 26,000,000 bushels less than last year. The stocks in the United Kingdom are less than the usual amount on hand and the amount afloat is also less, while the Argentine has probably not over 9,000,000 bushels to export and as their harvest will not come in until next January, it will readily be seen that the importing countries will have to look to the United States for their supply. Admitting we have 90,000,000 bushels in the visible and invisible, we know that the invisible is very problematical, and it will never come all out, even if prices are high. Already the Kansas farmers are holding back their wheat for higher prices. It is reported that an English firm has contracted in Kansas for all the flour that two large mills can spare. Such a thing has not been heard of before. Our visible made a small increase of 435,000 bushels, so, taking all things into account, the present price is not excessive.

Corn has advanced 1 1/2c since last week, owing to the very unfavorable weather. The dry hot winds, it is claimed, have been very trying and have dried out the silk so that the ears will not fill out, while in other localities it has been so wet that considerable corn has been ruined. The outlook is not very rosy for the corn situation.

Oats have kept steady and there is no change to report. The crop will be only fair.

There is no change in rye. The demand has somewhat improved. If the crop in Germany is as bad for rye as is claimed, that cereal will be higher.

Receipts during the week have been: 34 cars of wheat, 9 cars of corn, 10 cars of oats, 2 cars of flour, 2 cars of meal and 8 cars of potatoes. Rather small amount of wheat.

Millers are paying 78c for wheat. C. G. A. Voigt.

The Grocery Market.

Sugars—The raw sugar market is very firm, but there is no change in prices, 96 deg. test centrifugals still being quoted at 4 3/4c. Refiners are ready buyers at this price, but offerings are small as they have practically cleaned up all available supplies. The refined market is very firm indeed and prices have advanced 20 points on some grades during the week. There is a general shortage of supplies throughout the country and the demand is very good, as this is a time of the year when sugars are in great demand by the consumer.

Canned Goods—There is a little more interest displayed in canned goods now and a number of sales of tomatoes, corn, peas and pineapple have been made during the week. The packing of peas in Wisconsin is under full headway and latest reports from there confirm earlier statements that the pack will be large and the quality of the goods exceptionally fine. The recent rains have helped the crop wonderfully and the quality of the Wisconsin peas this season is declared to be the finest ever known. However, the news concerning peas and other vegetable crops is rather discouraging than otherwise. Corn, string beans and even tomatoes are reported to be suffering in certain localities. The tomato market is very firm and prices show an advance of 2 1/2c per dozen. Seconds are all sold out and stocks of all grades are much lower than they were generally supposed to be. The tomato acreage this year is said to be smaller by 25@40 per cent. than in 1899. The greatest falling off is in Maryland and New Jersey, while floods in some parts of Indiana have damaged the plants. Corn is quiet and unchanged. The pineapple situation is very strong and the scarcity and consequent high price of the raw material have caused an advance of from 10@25c on the canned article. The stocks on hand are at least 25 per cent. less than at this time last year and it is likely that there will be a repetition of last year's prices. Advices from Eastport, Me., say there is no sardine packing to speak of. The run is very light. Prices on spot goods are unchanged. There is very little canned lobster in the market and this is held very firmly at high prices. The demand for lobster is exceedingly light. The constantly increasing strength of the red Alaska salmon situation is a striking feature of the canned goods market—in fact, the chief feature—just now. Prices show an advance of 2 1/2c per dozen and a further advance of 2 1/2c is expected within a few days. The trade is also greatly interested in pink Alaska, but only very limited stocks of this grade are available.

Dried Fruits—Dried fruits had an exceedingly dull week of it, with no signs of any immediate interest, unless possibly in currants, which are tending toward higher prices once more. Estimates of the damage to the crop in Greece range from 30@50 per cent. and it is estimated that this year's crop will not exceed 80,000 tons or about half that harvested in average years. Prunes are going out to the trade in small lots and there is a little enquiry also for good grade loose three-crown raisins. The raisin acreage this year is estimated at 62,000 acres, against 58,000 acres last year. Ninety per cent. of the acreage is necessary to make the Association secure, and all directors and assistants are working to secure the required acreage. Prospects are now for about 200 car-

loads of apricots being dried in Southern California, or almost as many as last year. There is a little more interest shown in spot apricots and a better demand for export, but there is no change in prices. Everything points to a large crop of apples all over the country this year and prices on new goods are expected to rule lower than this season. Spot evaporated apples seem a trifle more active, although there is no change in price.

Rice—Buyers still confine their sales to small purchases to meet immediate requirements. Advices from Louisiana of the growing crop are favorable. Some localities have suffered from excessive rainfall, and replanting has been done by the more sanguine, who anticipate a good harvest, even if late.

Tea—Prices show a hardening tendency and an advance is expected for all grades. Supplies in first hands are rapidly decreasing.

Molasses and Syrups—Molasses is firmly held and what few sales are made are at full prices. Offerings are small, as holders are not anxious to dispose of their stocks just now. There is a somewhat improved demand for corn syrup at unchanged prices.

Fish—Owing to the temporary scarcity of the fish, prices on new mackerel show an advance, but the prospects are for a fair catch and lower prices than are ruling now.

Nuts—The demand for nuts is very good for this time of the year. New Brazils are coming in, but do not sell as well as expected, as the prices are so high. Peanuts are in good demand at unchanged prices. On account of the cool and rainy weather it is expected the crop of Sicily almonds will be about a month later than usual. It is thought the reported damage to the crop has been exaggerated, but in about three weeks it will be possible to state definitely what the crop will be.

Rolled Oats—The market is strong at unchanged prices.

Hides, Pelts, Tallow and Wool.

The hide market remains firm at the decline, with all offerings readily taken. There is no accumulation, with light receipts from the country. Prices are fully as high as warranted by the outlook.

There are no pelts at country points. Dry stock shows a decline and probably could be purchased below quotations, as the market is draggy.

Tallow is in fair demand for all grades, but prices are no higher.

Wool remains the same in price, as the decline at the London sales had been anticipated. Wools at country points are too high to sell readily on today's market. Much of it is being consigned East and held for future market, with nothing in sight to warrant its being higher. Buyers have gone home, as they did not wish the stuff at what it cost the seller. Wm. T. Hess.

Julius Arnsdorff, for the last six years with Oppenheim & Son, at Bangor, will open a general store at Hartford Aug. 1. He will purchase his grocery stock of the Musselman Grocer Co. and his crockery and glassware stock of De-Young & Schaafsma.

Holtman & Mulder succeed Holtman & Ritzema in the grocery business at 665 Grandville avenue.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Trade is slow for marrows and mediums with an easier feeling on anything not strictly fancy. Pea beans show no strength, and on the whole the general disposition is to sell. Marrows, good to fancy, \$2.10@2.25; medium, \$2@2.20; pea, \$2.15@2.30; white kidney, quiet and offered at \$2@2.30 for common to best; red kidney in light supply and quoted at \$2@2.25.

Butter—Sellers in this market are still holding for last week's prices, in fact, there was less inclination to sell extra creamery below 20c and there was no difficulty in working out all receipts of choice at 10c. Fair to good, 17@18c; dairy is arriving very slowly and anything showing quality is taken as soon as offered at 18@18½c, with occasionally 10c for selected; good to choice, 17@17½c; common to fair would bring 15@16c if here, but there are practically no low grades of either creamery or dairy offered.

Cheese—Receipts came in a little too rapidly to maintain previous high figures and the finest Erie county was today offered at 9½c in a small way, with Central New York stock at 9c and best Michigan at 8½@9c; fair to good is not quotable above 6@7c, and poor stock is decidedly dull at any price.

Eggs—Market strong and higher, particularly for closely candled stock. Receipts are very light and trade better than expected. Outlook is for a still higher price on strictly fancy new laid, which are bringing 14c quick to-day. Good to choice, 13@13½c, and seconds 10@12c per doz.

Dressed Poultry—Receipts are very light, considerably less than the demand, but it seems difficult to get the right kind of stock lately and consumers have turned their attention to live stock in order to get the quality needed. Fancy fowl sold at 11½c; good to choice, 10½@11c; fair, 9½@10c; broilers, 15@18c, outside price for fancy. A few spring ducks brought 16@18c and more could have been sold. The demand for turkeys is supplied from frozen stock and is very light.

Live Poultry—Active demand for fowl and the market firm. Springers and broilers are in fairly liberal supply and sold a little lower, especially for small stuff and undesirable mixed lots. Young ducks, when fairly well feathered were taken on arrival. Outlook is favorable for present prices. Fowl fancy, 10c; fair to good, 9@9½c; springers, 15@18c per lb. Ducks, 60@75c per pair. Pigeons, 20@25c per pair.

Apples—Receipts are nearly all small early green stuff, the bulk of which is practically unsaleable, while anything showing color, ripeness or good size sells readily. Fancy red would bring \$3.75@4, but the best so far rarely exceeds \$3 and the majority goes anywhere from \$1.50@2.50 per bbl.

Strawberries—The few crates coming in are bringing strong prices, as high as 14@15c being paid for fancy and nothing sold below 11c per quart.

Raspberries—Market was only lightly supplied last week with fancy fresh black and 9@10c was obtained for all of that quality; good to choice, 7@8c. There was plenty of soft stuff, which had to be sold at any fair bid. Reds were in more liberal supply and sold at 11@12c per quart and 7@8c per pint for fancy; fair to good from 2 to 3c lower; soft and mouldy not quotable.

Blackberries—Southern arrivals were generally soft and sold low, while anything in good condition brought high prices. Fancy, 8@9c; good to choice, 6@7c per quart.

Cherries—Active and firm, although receipts are fairly liberal. Fancy large went quickly at 40@50c per 8 lb. basket for sweet and 35@40c for sour; good to choice, 30@40c; common, 25@30c.

Gooseberries—Heavy supply of small and very little demand for that class. Fancy large sold at 7@8c per quart, while small to fairly good size brought 4@6c per quart.

Huckleberries—Lower; liberal offer-

ings and demand only fair. Twelve lb. baskets, 70@75c; quarts, 7@8½c.

Currants—Receipts heavy and few fancy large. Demand good but market was easier. Choice large red, 6@7c; small, 4@5c; white, 4@5c per quart.

Plums—A few Georgia sold at \$1.50@2 per carrier.

Peaches—We had a liberal supply, but there was nothing fancy in the lot and the best prices were \$2 for yellow and \$1.50 for white per carrier; fair to good, 75c@81c per carrier. Fancy fruit is expected this week.

Oranges—Quiet. Lodi, choice to fancy, \$4@5; medium sweets, \$3.25@3.50.

Lemons—Firm; fancy cases, \$5.50@7; per box, \$3.50@5; common, \$3@3.50.

Limes—Cases, 75@80c; per bbl., \$8.50@9.

Melons—Receipts of fancy watermelons have been light for some days, while there is a fair supply of small. Sales of large at \$22@25; medium, \$18@20; small, \$12@15 per 100. Cantaloups are improving in quality and sell more readily. Fancy Georgia, \$2.25@2.50; No. 1, \$1.75@2 per crate.

Potatoes—Heavy receipts and market weak. The bulk of the offerings choice to prime and at the reasonable prices prevailing common to fair are neglected. Fancy Rose sold at \$1.75@1.80; fancy white, \$1.75@1.80; red, \$1.40@1.60; No. 2, \$1@1.25 per bbl. Sacks, ½ bbl., 60@80c; early Ohio, per bushel, 40@45c.

Onions—Liberal supply but active demand and market is fairly steady. Southern fancy, per bbl., \$1.75@2; Bermudas neglected.

Cabbage—Quiet; good supply. Fancy large crates, \$1@1.25; fair to good, 60@85c.

Green Beans—Nearby gardeners are supplying the market at 25@35c per bushel and will be forced to accept less if the flood of beans continues.

Cauliflower—Good demand, light receipts. Large, fancy, \$1@1.25 per doz.

Cucumbers—Active and firm for fancy at 40@45c, and No. 1 25@30c per doz. Egg Plant—Large sold at \$1.25 and small at 50@75c per doz.

Tomatoes—Heavy receipts of Mississippi, Tennessee and Illinois flats and prices broke sharply at the close of last week. Sales to-day are at 60@70c per flat.

Peas—Firm at 85c@\$1.25 per 1½ bu. bag.

Turnips—Russian yellow selling at \$1.50@1.75 per bbl.

Squash—Large crates of marrow selling at \$2.75@3; hampers of summer squash neglected.

Celery—Steady demand for the best offerings at 20@25c per doz.; common thin stuff dull. Offerings of choice only fair.

Popcorn—Quoted at 2¼@2½c per lb. Honey—Dull for old; No. 1 white, 14@15c; No. 2, 11@12c; dark, 8@10c per lb.

Dried Fruits—Dull. Evaporated apples, fancy, 6c; fair to good, 4@5c; sun-dried, 3½@4½c per lb.

Straw—Quiet and easy; wheat and oat, \$8@8.25 per ton track Buffalo.

Hay—Market is easy. Timothy loose-baled, prime, \$16; tight, \$15.50; No. 1, \$14.50@15; No. 2, \$13@14 per ton track Buffalo.

Will Carry Over Broilers.

In speaking of the situation on frozen broilers last week's Chicago Packer says:

Frozen broilers are still quite sick. People rushed them into the coolers last year at a cost of about 12 cents. They are selling on the market to-day for that. This makes a loss of the carrying charges. There is quite a large bunch of them left in the coolers. It is estimated that fully 10,000 boxes will be carried over for next spring. This is rather unusual and is only caused by the enormous quantity put in last spring and present low prices.

The citizens of Copake, N. Y., recently organized a "tombstone bee" by way of a social diversion. The participants went out to the local graveyard and straightened up all the toppling monuments and headstones, repaired the fences and cut the grass.

Afraid of July Eggs.

From the Kansas City Packer.

Egg dealers are getting worried over the prospect of a heavy surplus of eggs in July and August, particularly July. The market gained some strength early in the week and some of the more prominent dealers opposed any advance in the price. The supply in storage is about equal, dealers say, to last season's to date, which makes a heavy supply for the fall and winter markets. If there is much surplus above requirements of the local city trade and what little shipping demand exists in the hot months, the coolers will be loaded up steadily. It is these hot weather eggs that hurt the storage trade in the fall and winter. Good eggs can never be made out of bad eggs, and consequently the hot weather storage offerings, coming in competition with the heavy offerings of good storage and what fresh are offered, make a bad market for profits unless the demand is unusually large. Receivers are compelled to store any surplus they get in now and pay quotations to the shippers. Quality considered these eggs cost much more than April stock and are harder to sell.

Native hens in New Zealand, in addition to supplying the communities with eggs, make themselves additionally useful by catching rats.

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.

MACKAY & WILLIAMS,

Dealers in

BUTTER, EGGS, CHEESE, POULTRY, ETC.

62 W. MARKET & 125 MICHIGAN STS.
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Tradesman Company

Grand Rapids

ALLIGATOR INDUSTRY.

How the Animals Are Captured in Florida.

Although alligator leather is now one of the most familiar varieties of tanned skins through its quite general adaptation to traveling requisites, it is doubtful if the average traveler or even bag-maker knows very much as to the source of supply and the various phases of the alligator industry as developed in the South by reason of the popular demand for this beautiful hide. It belongs to the reptile class, from which are selected all the beautiful fancy leathers used in the construction of high-class leather novelties.

Alligators are found in several Southern States where the low, swampy character of the country affords natural breeding ground for the prolific reptile. They are more abundant in Louisiana and Florida, and the latter State has probably furnished more desirable skins than any other section of the Union. Through the courtesy of O. A. Worley, of Jasper, Fla., who is quite extensively interested in the industry, if the preparation and marketing of a reptile's hide may be designated as such, we are enabled to present some interesting facts pertaining to the alligator culture of that State:

The alligator industry at this place has been attracting attention for some time now, and more especially during the past five years when it was discovered that their hides were in active demand and readily purchased. The natives paid little attention to the animal more than a natural inclination to kill every one possible to keep down the rapid increase. In some sections of the State and especially along the coast, the alligator is very little in the way, but in most of the inland counties, where the country is flat and more or less swampy, it becomes a positive nuisance and a menace to the safety of farm stock. They are very numerous in the chains of small lakes or ponds and will attack cattle, particularly hogs.

The alligator remains above the ground during summer, and can be captured or killed in open water. They subsist almost wholly on fishes or hogs, young calves and such game as they come in contact with. When the water is low during the hot summer months it burrows out great basins or holes in the muddy bottom of the pond. This "cave," as it is called, not only supplies a natural home for the reptile, but also provides a watering place for the stock such as run at large over the country. When the latter frequent these pools to drink, the 'gator captures his prey. He provides a safe hiding place by digging a hole from the side of his cave and running down under the bank at an angle of about thirty degrees. This hole is from ten to thirty feet long, at which depth the underground passage is made larger and then turns upward

to a point near the surface of the dry ground. This is his home and hiding place during the winter months.

The season for capturing the alligator is during the low water season of June, July and August. After locating the covers, the natives lower their "hook and jan," attached to a long pole, into the hole or underground passage, until the hook comes in contact with the 'gator. Usually he makes a fight, but when securely fastened in the mouth, similar to the manner fish are caught, he can be readily drawn to the surface and killed. Frequently several are caught at one haul. I recently purchased from a farmer as many as thirty-eight nice hides taken from 'gators captured in one cave during an afternoon's fishing. During the past two summers a large number were caught in this manner here and their skins shipped East. It is thought that through this section of Florida there will not be so many captured next summer, as they have been killed off rapidly during the past few years.

Will England Come to the Rescue?

The trouble in China and the urgent necessity for sending a large force of troops to that part of the world has caused the transportation problem to be seriously studied. One of the reasons which prompted the powers to assign to Japan the task of penetrating to Peking was the evident impossibility of moving troops from Europe to Taku within less than five or six weeks. To move an army corps from South Africa to Taku, even if one could be spared, would consume almost as long a time as to send the same force from Europe direct.

Emperor William talks very bravely of sending a force of 20,000 men to China to avenge the death of the German Minister. But how is he going to send them? Even if the force were ready for instant embarkation, which is not probable, the transports would have to be found, a matter in itself fraught with difficulties. Even with the transports provided, the long voyage would consume such a period of time that the circumstances which called for the employment of so many men might have passed. France is in much the same position, and Russia is even in a worse fix, aside from the fact that she already has a considerable force in the Far East.

Thus the powers of Europe have had brought home to them the immense magnitude of the task which England undertook in transporting 200,000 men, with their impedimenta, to South Africa, a task the magnitude of which has no parallel in history. Nevertheless there is a route by which troops could be moved from Europe to China within a comparatively short time, but it would,

of course, not be available except with the consent of the British government and the people of Canada. The route across British America is, of course, referred to. It would be possible for a full division to be carried from Northern Europe to Shanghai, China, via Canada, in twenty-eight days, and, if the shipping facilities on the Pacific were increased, it would be possible to send an army corps in twenty-eight days where it is now practicable to send a division.

The Atlantic voyage would not occupy more than seven days to Halifax, St. John's or Quebec; in four or five days more the North American continent would be crossed by the Canadian Pacific Railway to Vancouver; thence by the company's three steamers, each carrying 1,500 troops, it is only twelve days to Shanghai. This gives a liberal time allowance for embarking and debarking. The company has two auxiliary steamers which could be put in service with a capacity for 2,000 men, and three steamers of the Canadian-Australian Line could also be requisitioned. The Empress steamships can be transformed into army cruisers within twenty four hours, as mountings are already fitted, and the Admiralty has guns both at Esquimalt and Hong Kong.

The employment of the Canadian route for reaching the Far East promptly has been well thought over before this, and experiments have been conducted to test the capabilities of the route. In fact, one of the objects in view in building the Canadian Railroad was its utility in quickly moving troops from one end of the world to the other by routes over which Great Britain had sole control. Fast steamers from Vancouver to Shanghai were subsidized with a view to their being utilized in case of need as transports. Will England place these facilities at the disposal of the powers in moving their troops to China? It might be a good stroke of policy to do so.

Why She Was Confidential.

"Forgive me, my dear," said the gossip humbly, "but I thoughtlessly mentioned to Mrs. Brown the things that you told me in strict confidence."
"There is nothing to forgive," replied the wise woman pleasantly. "It was for that very purpose that I told them to you in strict confidence."

The Village Butcher.

Bertie Sanders, in the Meat Trades Journal.
Under the summer's scorching sun,
In his shop the butcher stands;
The morning's work is just begun,
The tools are in his hands.
He scarcely knows which piece to cut,
He thinks they all look dry;
He trims them, puts them forward,
But no one is there to buy.
He's trimmed these pieces now for days,
Soon they'll go "off" and "hum;"
He gets bad-tempered many ways
Before the summer's done.
Week in, week out, through summer months,
He hears the blow-fly roar;
Thousands he's killed, and more than once,
He's wondered if there's more.
Buying, killing, cutting up,
In pieces large and small,
He wonders if, when week-end comes,
He will have sold it all.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 11, 1900.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses 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 July 4, 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 seventh day of July, 1900.

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

ASIA AGAINST THE WEST.

The remarkable situation in China suggests the possibility that an event which has long been looked for, namely, a tremendous race conflict between the white nations of Europe and the yellow peoples of China, is about to occur.

It would not be the first time that Europe and Asia have faced each other in desperate combat. For generations the Greek republics were subject to invasion by the hordes of the Persians, and, nearly 500 years before Christ, Xerxes, with his army of more than a million Asiatics, overran the Attic Peninsula and captured Athens, the ancient seat of learning and art. Some two hundred years afterwards, Alexander the Great, with 40,000 Greek troops, invaded Asia, conquering Persia and penetrating far into India, establishing his capital at Babylon, where he died.

In the Fifth Century after Christ, the Huns, from the table lands of Central Asia, a region which subsequently sent out many more terrible conquerors, such as Jenghis, Tamerlane and the Ottoman Sultans, invaded Europe, under the dreaded leader, Attila, and laid waste a great part of the Roman Empire. This Attila, who called himself "The Scourge of God, the Destroyer of Nations," wrought upon the peoples and countries which he overran ruin and havoc that are among the most frightful calamities recorded in history. Attila was defeated in 451 at Chalons, in France, by the combined forces of the Romans, Goths and Franks, under Actius. Although the power of the Huns was finally broken, they were never driven from the region that they seized upon, and to-day their descendants, the Hungarians, hold it as a possession.

In the Eighth Century, the Arabian followers of Mahomet, after having over-
run a great part of Asia and Northern
Africa, crossed into Spain and con-

quered it. They then passed the Pyre-
nees into France, and overran that
kingdom, until, in a tremendous battle
at Tours, they were defeated with ter-
rific loss by Charles Martel, the famous
grandfather of Charlemagne. The vic-
tory over the Saracens at Tours has been
considered one of the most fateful bat-
tles in the world, as it was really a con-
test by Asia for the mastery of Europe,
and by the propagators of the Koran
for the overthrow of Christendom.

Jenghis Kahn, in the Twelfth Century,
and Timour Begor Tamerlane, in the
Fourteenth, at the head of their Tartar
hordes, after overrunning Asia, entered
European Russia, but they made no se-
rious attacks on Europe. These blood-
thirsty men seemed to have pleasure
only in destroying their kind, and they
exterminated the population from the
countries which they overwhelmed with
their merciless barbarians.

In the meantime the Turks, from Cen-
tral Asia, after conquering many coun-
tries, appeared on the confines of Europe
and, soon crossing the Hellespont, at-
tacked the Roman Empire of the East.
In the Fifteenth Century they captured
Constantinople and subjected the once
powerful empire of Constantine, and for
a hundred years held the whole of
Europe in awe and in arms. In 1683,
when they were laying siege to the city
of Vienna, they were defeated by the
combined Christian armies, under the
command of John Sobieski, King of
Poland, one of the greatest soldiers of
his age, and gradually from that time
the power of the Turks declined, until
to-day they remain in Europe only on
sufferance. They could be swept out at
any moment if the Christian powers
should so will it.

From this brief glance at the chron-
icles of history it will be noted that
Europe has been many times pitted
against Asia in mortal combat. Some-
times Asia was invaded by the Euro-
peans, and at others the Asiatics were
the invaders. But it is an interesting
fact that all the great wars which re-
sulted were between nations of the white
race. Some of the Asiatic hordes which
came into Europe had dark-colored con-
tingents, chiefly of mixed breeds, but
they were but fragments in the great
conflicts. There was no such thing as
the yellow and brown people of Asia
being arrayed against the European
whites.

But the situation to-day presents a
spectacle vastly different from any-
thing recorded in this history. Eng-
land, Germany, France and Russia are
arrayed in battle against China. Italy
is also represented in the international
armament, and the soldiers and sailors
of the American Republic, a country
supposed to have no interest in an in-
ternational assault by Europe on Asia,
have already taken part in the warfare,
laying down their lives and destroying
the lives of their Chinese foes with as
little compunction as if America were a
part of Europe.

China, with four hundred millions of
yellow people, united in national sen-
timent, united in religious belief, fear-
less of death, and capable of fighting
with extreme ferocity when aroused,
would make a formidable adversary. If
China is to be invaded and overcome,
millions of troops will be required, and
the European nations would be seen
transporting by sea and over the inter-
vening continents the vastest armies
ever marshaled in the modern world.

Conquest to-day requires enormous
armaments. The Northern States of the

American Union put nearly three mil-
lion armed men in the field before they
could effect the final overthrow of the
Southern people, with their 600,000 men,
and four years of tremendous warfare
barely sufficed for the accomplishment
of the result. The power of the British
forces, 200,000 strong, were required to
conquer the Boer republics, with their
scant populations. How many will be
required to consummate the conquest of
China by Europe can not be stated,
but the invasion of so vast a country,
which has a population not greatly in-
ferior to that of the whole of Europe, is
a question not easily answered.

In the course of the struggle that
would ensue, the Chinese would become
acquainted with European warfare.
Their wonderful ingenuity and exten-
sive resources would enable them to
manufacture in their own country all
the arms and armaments needed for
them, and it is entirely in the bounds of
probability that some great chief, de-
veloped by such conditions, would ap-
pear, capable of arousing all the fanatic
zeal of patriotism and sentiment of
which the Chinese are possessed, and so
lead them to victory; and after the Euro-
pean invaders shall have been cut down
by disease, decimated by battle and
wasted by the extraordinary labors and
hardships of such campaigning, the time
might come, as it did to the Arabians,
the Tartars and the Turks, when, an-
nihilitating time and space with their
hardy hordes, the Chinese should ap-
pear on the frontiers of Europe as in-
vaders.

Europe has been invaded so often in
the past that it would display an ex-
traordinary confidence in the present to
dispute its possibility in the future.
The ancient prophets, it has been
claimed, have foreshadowed something
of the sort. The raging of the heathen
nations conjoined in some daring and
mighty adventure is set forth. The vast
forces of Gog and Magog, riding upon
horses and traversing the breadth of the
earth, marching upon some terrible mis-
sion of conquest and slaughter, are
vividly pictured, and although their or-
ganization is finally to be broken as a
potter's vessel, they are to work terrible
havoc before their overthrow shall be
accomplished.

Those are events that are to occur in
the "last times," but whether those
strange and tremendous forebodings
have any reference to the possibilities
of a war between Asia and the West
makes no difference. The existing situ-
ation in China is one of intense inter-
est and immense importance, for its
influences and consequences to most of
the nations of the earth may be enor-
mous beyond computation.

The small colleges are growing in fa-
vor. They afford a boy who wants to
earn a chance to get an education
without being hazed or roped into the
national athletic games, killing time
and breaking necks.

A man who has nothing intelligent to
say would be justified in not talking;
but people in that fix monopolize the
conversation when they find victims
who will listen.

American fruit is taking all the prizes
at the Paris Exposition. That will
make it still more difficult to sell Amer-
ican apples in Germany.

In Paris now it is fashionable for
women to look pale, and those who
would be fashionable must come up to
the chalk mark.

ARE WE AT WAR WITH CHINA?

All the powers, including the United
States, are still maintaining the trans-
parent sham that no state of war with
China exists. There is evidently some
purpose in keeping up such a delusion.
Did any one power openly declare war
against China, it would be in duty
bound to prosecute the war with vigor,
and, consequently, to send troops in
large numbers to the Orient. Unless
the other powers also declared war, the
belligerent power would be saddled with
the expense of invading China and re-
storing order in that country, a task
which all apparently shrink from.

Yet, as a matter of fact, war actually
exists, and, as far as China herself is
concerned, it is war against the rest of
the world. All foreigners are to be
driven out, and the Celestial Empire
again closed to traffic with the outside
world, as of old. While the powers
profess to look upon the upheaval as a
mere revolt of a portion of the Chinese
against their government, all the facts
seem to indicate that the government
itself and the imperial troops are en-
gaged in the fight against foreigners.

Is the United States at war with
China? According to the officials at
Washington we are not, but in actual
fact we are, for the reason that our rep-
resentative at Peking has been deprived
of his liberty and, perhaps, murdered;
our citizens have been massacred and
their property destroyed, while our
armed forces have been engaged in
fighting the regular Chinese troops. It
is true that Admiral Kempff refrained
from taking part in the bombardment
of the Taku forts, but it is equally true
that the administration was so mortified
at his course in that affair that it has
superseded him by sending Admiral
Remy, a superior officer, to take com-
mand at Taku.

To acknowledge that a state of war
with China exists would necessitate the
calling together of Congress in special
session to vote money and authorize the
raising of additional forces. For many
obvious reasons the administration
would naturally desire to avoid such a
necessity at the present time.

A proposition is before Congress to
provide a new form of money suitable
for use in transmitting small sums by
mail. The proposed orders are to be
sold at a small premium in sheets or
books of various denominations from 5
cents up to \$5. The purchasers are to
fill in names and places of residence of
payees, as well as their own, and then
each order becomes the same as a check
on the postoffice nearest its recipient.
Another similar plan before Congress is
that of "post check money." This in-
volves the substitution of a new form of
greenbacks for those now in circulation
and the addition of fractional notes.
The new bills would each have blanks
in which could be written the name and
address of a payee and a square for
affixing a postage stamp. By filling in
these blanks the bill so used would be-
come a check on the United States
Treasury and would no longer be pay-
able to bearer and a contingent part of
the circulating medium. The postage
stamp affixed and cancelled would be
the fee paid for the convenience. This
is a better plan than the first one men-
tioned, but its defect is that in case of
loss it is difficult to see how the sender
would get the money refunded unless
provision were made for registering
each post check at a postoffice. This
would involve so much trouble that few
would do it.

WOMAN AT THE BOTTOM OF IT.

China is a country in which, ordinarily, the women count for but little. The birth of a female child is considered among the lower classes almost a calamity, and infanticide perpetrated on the females is common.

Nevertheless, as in every other country, it is possible for women in China, through the possession of unusual talents, beauty or boldness, to rise to the head of public affairs and become famous, or infamous, as the case may be.

The Empress Dowager, Tze-hsi-tuan-yu, is one of these, and apparently she has been the ruling spirit of the present bloody outbreak of the Chinese against foreigners. She was never, so it appears, an empress, but was a concubine of the Emperor Hien Fung. The real Empress was Tze-An; but Tze-hsi, having presented the Emperor with a son, Tung-Che, she became, in virtue of that fact, a sort of honorary wife.

Her history is like that of the terrible female monarchs of antiquity and of the Middle Ages in Europe, and is so unlike anything possible in the civilized nations of to-day that she seems to belong to a period far away from the present. This Chinese Empress was not a fierce warrior like Tomyris, the Scythian Queen, who defeated and captured Cyrus the Great in battle, and, to avenge on him his supposed greed, slew him by pouring melted gold down his throat; nor like Zenobia, Queen of the East, who hesitated not to beard the Roman power and defy the Emperor Aurelian to battle, in which she met defeat.

On the contrary, this extraordinary woman is thoroughly Oriental in her talents, and adept at intrigue and diplomacy, to which she devoted all the powers of her beauty and genius in the attainment of her ends, but never scrupling to use poison or other means of murder at need. For nearly forty years this wonderful woman has been the mainspring and force to the government of the oldest and most populous of the world's empires. Her story is told in detail in the June number of the London Fortnightly Review, and some brief account of the woman who has brought on a series of events that are likely to lead to the greatest crisis in the affairs of the modern world will not be out of place.

The Emperor Hien Fung died in 1861, and, by the assistance of Prince Kung, the two Empresses took nominal charge of the government as regents, until Tung-Che attained his majority, in 1873. He died childless in 1875, and the two Empresses again became regents of the empire; but Tze-hsi has always been credited with having exercised the real authority and taken the initiative. The present Emperor, Tsai-Tien, a nephew of Tze-hsi, then an infant, was chosen by the chiefs of the Royal Clan in 1875. Her co-regent, Tze-An, died, it is alleged, by poison, in 1881, leaving the present Dowager Empress in power until the new Emperor ascended the throne, in 1889, under the title of Kwang-Su.

The young Emperor espoused the cause of reform and progress and became the head of a "New China" movement. But such innovations, contrary to all the traditions of China, were distasteful to the masses of the people, and all they wanted to overthrow them was a leader. Such an one was found in the Empress Dowager. In 1898, on the 22d of September, she openly seized the reins of power, in pursuance of an

edict issued in the Emperor's name declaring his lack of capacity and begging her to resume the guidance of affairs. Six of the men who had prominently supported him in his schemes of reform were put to death without pretense of trial. Kang Yu-wei, the most prominent of all, escaped to Hong Kong, and thence to Japan, leaving behind him, however, an open letter addressed to the foreign Ministers, in which he made the most serious charges against this powerful woman, who is accused of having sought to corrupt the Emperor, and with having poisoned her former colleague, the Empress Dowager of Hien Fung, and her daughter-in-law, the Empress Dowager of Tung-Che. She is characterized as a usurper, having deposed an Emperor who was full of brightness and promise; and it is told that she is, after all, but a concubine-relict of Hien Fung, "whom, by her acts, she made die of spleen and indignation."

Such, according to accounts, is the woman who appears to be responsible for an act, the slaughter of the European and American Ministers, that threatens to work the dissolution and destruction of the Chinese Empire, and her career shows how almost limitless is the power of woman for evil when, possessing beauty and genius, she casts to the winds every restraint of modesty and morals and devotes herself to intriguing in state politics and public affairs in those countries where a relentless despotism stifles all exposure and a dissolute and depraved court finds profit in forwarding the crimes of an arbitrary ruler.

But such events can only occur in this age in the despotic empires of the Far East. In face of the publicity with which government affairs are conducted in all enlightened countries, they would be impossible there.

CORN IS KING.

Strange as it may seem, the land of republics is the only country where real royalty exists. Under the same skies and within the same political boundaries the throne is set up and there in royal state, enthroned and crowned, the king receives the homage of his subjects. Yesterday, in a realm of almost endless summer, America and the willing world behind her acknowledged the supremacy of cotton. From the period of uncounted time, with a realm as unquestioned as his constant reign, iron has received the homage of the world and here, where it is piled in mountains, is its conceded kingdom. Once England was the favored spot to which the nations of the earth thronged for coal. The keels of commerce were plying between New Castle and foreign ports, the home-bound ships burdened with the products of the coal mine. Those same ships now are crowding the American docks. From the American port their lines of travel radiate until they circle the earth, proclaiming that coal is king and America is his kingdom.

Another king whose head is wearing an acknowledged crown is corn, the latest to receive royal honors. Like the country whose realm it is, its favors have been long coming but sure. The uncertain harvest of the Indian, like all wholesome expansion, grew to meet an increasing demand. It blessed the New England hills and traveled to the valley of the Mohawk. Westward its empire extended until the shadow of its scepter fell upon the prairies of the Middle West. There was set up its court and

there to-day, with a domain unlimited, it looks out upon an ever-expanding kingdom. At first the claims of corn, as an edible for the table, outside of America were not conceded. Chickens might live and thrive upon it, cattle might find it nourishing, horses for draught were sustained by it, but humanity beyond the Western Hemisphere did not believe in it. Now and then there were pleasing stories told of what the Southern matron had been able to accomplish—of rich, nourishing food, as delicious as it was delightful to look upon; but the stories were only pleasing, they were not convincing and corn as a human food product was not encouraged.

At last the tide turned. Gingerly at first, as prejudice always acts, there was a reluctant admission that maize has its virtues. Then, having been thus received at court, it began to be taken in earnest by those who had long most needed it. In 1889-'90, after varied ups and downs, the exports of corn from this country were for the first time more than 100,000,000 bushels. In 1897-'98 they were 200,000,000, and the pleasing feature in connection with these last figures is that Indian corn is no longer bought because no other food can be had, but because people are finding that it is good to eat; and during the first nine months of the present fiscal year Europe has bought over 160,000,000 bushels of corn of this country. Statistics are at hand showing how the circle of corn consumers is widening. Great Britain has taken in nine months more than 65,000,000 bushels. The floral decoration of the dining table has been found more desirable to eat than to look at. Germany has imported from us 36,000,000 bushels. France is experimenting still and is content with 3,500,000 bushels. The rest of Europe took 44,878,918 bushels; and far-off South Africa purchased 1,000,000. Only a straw telling which way the wind blows, but with it comes the assurance that corn, as a food product, is taking good care of itself and that the realm producing it is equal to the demands to be made upon it.

It is expected that the efforts made at the Paris Exposition will do much to increase the use of maize as food. The French cook is not slow to see the benefit of this candidate for popular favor and it is safe to predict that the insignificant three and a half million bushels which have marked the French import will soon be more than doubled. What alone will satisfy the corn-eating enthusiast, however, is to see the Eastern Hemisphere a devotee to this food product of the Western World. When the time comes, as come it must, when the Frenchman and the German, the Englishman and the Russian—when Europe, Asia, Africa, Australia and the isles of the sea shall sit down together to a dinner of sweet corn, and shall eat it with the relish of a New Englander of the olden time "right from the cob," a hand at each end and the vigorous teeth eating their way from base to apex, three rows for a swath—then, indeed, shall corn be king; then, indeed, shall his sway be acknowledged, and then, indeed, shall he sit as potentate of the world, crowned with maize, the cob his scepter and the earth his kingdom!

The most dangerous crazy people are those who are sane when locked up among insane and who become mad and murderously crazy when allowed to go at large.

DEFINITENESS IN TRADE.

It is coming to be recognized that among the nations of the earth the Germans are making the surest and most rapid strides in the race for supplying the world's markets with manufactured products. The ease with which they are leading in the race causes much expression of concern on the part of the English and French industrial press, but it is only comparatively recently that the great secret of success, dependent, of course, on the German thoroughness and system which have always received the credit, viz., the use of the utmost clearness and definiteness in descriptions, prices, etc., has come to be recognized. In this there is employed a principle of simple definiteness, which is of greater importance in any mercantile undertaking than is generally recognized.

For illustration, within the life of the Tradesman it was the general custom to continue price lists without change for many years, indicating the present values by percentages of discount. This custom is not so far obsolete but that all are familiar with the method. Thus a certain price is given with 40 and 10 off, 80 and 7½ off, etc. It is probable that the custom is continued on the supposition that such discounts give an impression of cheapness which may be attractive to the customer. This is a fallacy coming to be recognized by most successful dealers—the constant iteration of cheapness is a poor trade weapon and its value (?) is more than offset by the complications which stand in the way of transactions. Of a similar character is the use of 49 cents, 98 cents, and like combinations to indicate cheapness and close prices. There is enough of a suggestion of complication in these to offset the advantage considering the class of custom concerned.

It is surprising how slow the American merchant has been in recognizing the value of definite clearness in all trade matters. The change to simpler and clearer methods is now coming rapidly, but we have been too slow to secure our proper place in the world's markets. We are rapidly learning that we must not only study to make such articles as our customers want, pack and deliver so as to meet their prejudices and sell on the terms they are used to, but the descriptions and lists must be in their language and the price must be definite. The principles are the same in local trade—a definite price in round numbers for definite quantities will sell more goods than the closest appearing discounts or apparent hair-splitting prices. There are other and more valuable means of selling goods than cheapness—care to have the best, courtesy and promptness of service and last, but not least, the same clearness and definiteness of description in quantities and prices that our foreign neighbors require.

To utilize the power of flowing water without natural or artificial dams, a German has patented a new water wheel, which has radial arms extended from a central vertical shaft, with wings pivoted on the arms to hang vertical when moving with the current, and horizontal when going against it.

A "good roads" plank would be a good thing to put in a national platform. The whole country could stand on that.

Time hangs heavily on the hands of a loafer. He has to kill it.

Woman's World

The Various Varieties of the Summer Girl.

You have packed the last of your organdies and muslins, my dear little debutante, and thus, thrice armored and panoplied in summer finery, you are about to start forth, like a modern knight errant, in search of adventure and conquest. No old salt can see an inexperienced mariner put out to sea on his maiden voyage without wanting to load him down with advice, and so I am minded to call your attention to a few landmarks by which you may steer.

You want to be admired and have attention, of course, and I would remind you, at the very beginning, of the old proverb which says, nothing succeeds like success. There is about men a certain sheep-like quality that makes them invariably follow the leader when it comes to paying attention to a woman. A man may be cock sure of his judgment on every other subject on earth. He may feel that he could settle the Philippine question with his left hand, and straighten out the Chinese embroglio while you waited, but he requires to have some other man's good opinion to bolster up his and confirm his taste about a woman. It is for this reason that to the summer girl who hath shall be given other beaux even more abundantly, and to her who hath not shall be taken away even the one lone man she hath ensnared. Such being the case, govern yourself accordingly. Assume an air of assured belledom and accustomed admiration. Don't look flustered and happy because some man asks you to take a walk. Never dance with another girl. It proclaims to all, you see, that you have been overlooked and passed by. It is the self-confession of a wall flower. I once knew a discreet mother who, when her daughters were away on visits, invariably pursued them with boxes of candy and violets—ostensibly the offerings of suitors at home. It was tremendously effective, and established their reputation for belledom, but, alas, not every girl is blessed with an invaluable mamma who knows the ropes.

Another thing that would impress you is the importance of deciding what sort of summer girl you are going to be. This may sound a bit startling at first, but consider it a moment. The first requisite of success in any line is to decide on a career. This is the day of specialists. Nobody would expect one man to be eminent as a lawyer and a doctor and a green grocer. It is just as absurd for any girl to imagine she is an all-around charmer, equally effective in every role. It takes airy-fairy women like Maud Adams and Adelaide Thurston—light as blown thistle down—to play Lady Babbie. We want grand Modjeskas, not little soubrettes, for our Lady Macbeths. Nothing is considered more important in a play than for an actor to look the part, and I am never so despairing of my sex as when I observe how luminous and continual is the lesson the stage offers on this point, and how slow and dense we are in accepting it. Look about you on every side for the illustration. It is not only that we continually wear clothes that were intended for other people. We get cast into roles that are misfits. See the dull women who are posing as literary; the quiet ones who are making strong efforts to appear gay and dashing, and, God help us! the big fat ones who try to be kittenish, and only suc-

ceed in looking like performing elephants. It is enough to make one weep. Thus I adjure you to find out your own class. Get in it. Play in it.

There are many types of the summer girl. All have their peculiar charms, but they differ from each other as one star differs from another star in glory. Let us consider a few of them:

There is, for example, the hammock girl. She pitches her tent in the pleasant places—in the vine-shaded corner of the piazza, under the spreading trees, besides the rippling rivulet. Hammocks are works of art in these days, and there is no doubt she is immensely effective. She has the inestimable advantage of a background. She can buy a hammock to suit her complexion, she can let her fancy run riot in pillows. She can sway softly, idly, gracefully to and fro. I have seen an ordinary pretty girl in a white muslin frock transformed by the witchery of a hammock into something almost as enchanting as the sleeping princess in the fairy tales. But before you adopt the hammock, go down to the nearest pair of reliable scales and get weighed. If you tip the scale at over 110 pounds, the hammock is not for you. Beware of it as you would the plague. There is no poetry in a hammock that sways down as if it held a ton of coal. The observer is not moved to admiration. He is filled with anxious wonder if the cords will hold.

There is, too, the clinging girl. She has big eyes, and a flappy hat. She has little feet, and she always wears shoes that are forever coming untied. She has pretty appealing ways, and when it rains cats and dogs she rolls her eyes up at some man and asks him if he thinks she had better come in out of the wet. Heaven knows why, but ignorance in a pretty woman is a solar plexus blow that knocks out nine men out of ten. The clinging girl generally plays the game of summer flirtation for keeps, and any man, unless his salary justifies matrimony, had best beware of her. Other women have bagged their hundreds. She has bagged her thousands. There is nothing so hard to get rid of as limpets and leeches and other limp and clinging creatures. The day may come when the man screws up his courage to say good-by. She simply weeps and holds on, and he is so idiotically flattered by thinking how she loves him he ends by naming the wedding day. We have all seen this happen not once, or twice, but scores of times. More men have been dragged to the altar against their will and in spite of their better judgment by the clinging girl than by all other women combined. Many men have the courage to fight dragons. Few have the nerve to crush a butterfly. The clinging girl is not sportsmanly in her conduct, but she gets there.

In sharp contrast to her is the athletic girl. She is the jolly good fellow. She adopts the younger brother's attitude, and disarms suspicion by apparently never expecting a man to make love to her. She disdains feminine habiliments, and goes about in bobby skirts, and with a frowsy head and rolled-up sleeves. The situation has its attractions and its drawbacks. The masculine and easy companionship is full of charm, all admit, yet in spite of it the athletic girl is never a hot favorite in the matrimonial race. To the girl who is going in for the athletic role no better counsel can be given than moderation. Play ball; but play not too good ball. Never beat a man at his own game. Of

*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.

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.

what value are silver trophies if they must adorn an old maid's mantel shelf?

Neither is the piazza girl without her distinctive charm. She represents, in a way, the quiet domestic virtues. You know where to find her, for one thing. She always looks cool and comfortable when other women are flushed and warm. She never makes troublesome demands upon you. She doesn't expect a man to exert himself chasing after balls on a hot day. Instead she is placid and restful, and with time to listen to your stories or your ailments. No man alive can observe her without thinking of how charming she would look fetching his slippers when he came home at night, and, verily, great is her reward. The flighty youth may sometimes pass her by, but it is the piazza girl whose engagement to the middle-aged millionaire widower we read of, under big head lines, as a society event in the newspaper.

The girl who fishes is perhaps the most dangerous of the lot. She is not a common type, and she is never in her first, or even second, or third season. It takes tact. It takes skill. It takes patience. It takes experience to know how to fish, and it will generally be found that any woman who can play a trout can land a husband when she take to fishing in the matrimonial sea.

Finally, beloved, a word of warning. Life is made up of "don't," especially at summer resorts.

Don't forget that the world is very small, and the rumor of your summer escapades will be told against you at home.

Don't repeat poetry to men. It makes them squirm.

Don't hint. A man may freely give you his last necktie, but he loathes being held up and made to do it.

Don't boast of previous conquests. No man will fail to reflect that you will repeat his sentimental speeches to some other Tom, Dick or Harry.

Don't criticise other girls. People will surely call you a cat if you do.

Don't snub elderly ladies. They frequently have highly desirable sons.

Don't flirt with married men for the fun of making their wives jealous. Playing with fire is a dangerous game.

Don't take what the summer young man says to you too seriously. There is one code of morals and manners for summer and another for winter. The summer is the season of sea serpents, and fish tales, and lovemaking, and other unfounded fiction.

Don't have your picture taken by the camera fiend in sentimental attitudes with summer acquaintances. So shall you save yourself much subsequent repentance and humiliation.

Don't be anything but sweet, and modest, and gentle, and ladylike, and love and admiration shall come to you as perfume does to the summer rose.

Dorothy Dix.

Other Tragedies Worse than Death.

When those we love die it is our way to think that that is the supreme sorrow of life. When the grave shuts out from our eyes the face whose every lineament was dear to us, and we know that never more shall we listen to the voice whose words were music to our ear, that the still lips will give back no answering kiss to our caress and that never again shall we walk hand in hand in the old, familiar companionship, we rain down our kisses on the lifeless form and cry out that no other grief is so bitter and so hopeless as death. It is only long

afterwards that we begin to realize that those we love and lose by death are not wholly lost.

We may still think of them, "faring on, as dear in the love of there as the love of here," not wholly unmindful or unneeding of our love, although all the unmeasured distance of eternity may lie between us. Above all, our memory may go back to the dear, dead past and live over again all the happy hours. They are memories in which there is no bitterness of regret, no thorn to pierce us, but only flowers that bloomed along the pathway we trod together, and that made the way sweet and beautiful. So, in time, even death loses something of its sting, and we think of our dead not as lost to us, but only as voyagers who have gone to that far-off land whither we, too, are journeying, and that some day we shall there take up again the old love made immortal.

The real tragedies of life, the real griefs that rend the heart and for which there is no consolation, are the lost friends, who are not separated from us by death, but by some act of their own. Perhaps their friendship was a fair weather thing that had not strength to stand the strain when misfortunes darkened around us; perhaps there is a broken trust and treachery where we looked for faith; perhaps it was merely self-seeking and fell away when we could give no more, or it may be the one whom we called friend turned upon us in anger and rended us with bitter words. It does not matter how it happened. The friend was lost and the bitterness is intensified, not lessened, that he is still of our world, so close to us we can not choose but see the false face and listen to the voice we once so loved.

If this is true of friendship, how doubly true is it of the closer relationships of life. The mother who weeps for the dead babe on her breast may still, through the long years, feel the loving clasp of the little arms about her neck. It is only the mother whose children have deserted her and failed in love and care who sounds all the depths of grief and really knows what it is to lose a child. So with a wife. It is not the crepe-clad widow who may openly mourn her dead who has the truest claim on our sympathy. It is the woman who has lost her husband's heart and faith and who knows that, although they may dwell under the same roof and sit at the same fireside, there is a yawning gulf between them in which a love lies dead for which there is no resurrection day, and to which memory can bring no thought that is not an added torture. There are other tragedies of loss worse than death, and we mourn no friends so hopelessly as those that we have lost through life.

Cora Stowell.

The story is told of a cute butcher who went to a lawyer and said: "If a dog came into my market, and ran away with a piece of meat worth \$2, what redress have I?" "Find out who owns the dog," replied the lawyer, "and collect \$2 from the owner." Then the butcher laughed and said: "Well, your dog did that. You owe me \$2." The lawyer gave him the money and as the butcher was about to depart, called him back. "Now," said the lawyer, "you owe me \$5 for legal advice," and the butcher paid it.

If an express train moving at the rate of forty-five miles an hour were to stop suddenly it would give the passengers a shock equal to that of falling from the height of fifty-four feet.

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

Write us when in the market.

Kalamazoo Kase & Kabinet 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.

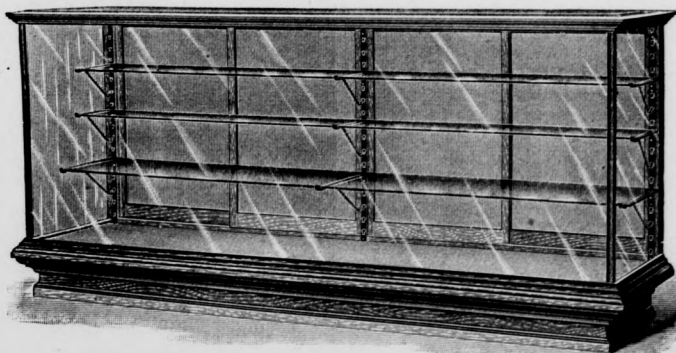
**ILLUMINATING AND
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**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

OUR BUSY SALESMAN NO. 250



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

Clothing

Special Features Peculiar to the Leather Goods Trade.

There is a good demand for a music roll which holds the sheet flat, instead of tightly rolled in the usual manner. Some of these cases are made so that they can be carried without bending the music at all, or closed together, making a single bend in the sheet. They have the distinct advantage that the music can be taken out easily and quickly.

Finger purses are selling well, and will continue to do so. The especial rage for these goods is past; newer things have appeared and caught the popular fancy, but finger purses sell in good quantities and will continue to do so for a long time to come.

A flat case for buttons and stickpins has been brought out, which takes up very little space, considering the number of articles it can hold.

There has been a decided improvement in the market during the past month. This is most noticeable throughout the West, but certain manufacturers report that business in the East is as good as could be expected. Of course, the larger part of the trade is in advance orders, and there is a wide diversity of opinion as to present condition and outlook. Retail trade has been very dull, mainly owing to the unseasonable weather, the continued cold spell affecting all lines.

Retailers are now making elaborate displays of travelers' articles, and the plan is certainly a very good one. These articles can be pushed most advantageously by advertising and display. Sales are frequently made simply because the article happened to catch the eye of the shopper, and it appeals to her because of its evident utility. There is, as a rule, a good profit on these goods for the retailer, and he should make every effort to keep them before the people who pass his store or counter. The proper display of such articles will almost always result in a profitable showing for the leather goods department during the summer months.

A clever little device for holding the pocketbook or card-case firmly in the pocket has been brought out by a prominent house. It consists of a small metal frame provided with a slot, which is to be fastened on the inside of the pocket. When the book is put into the pocket, a small stud engages with the slot, locking automatically. The book is thus absolutely secure against loss or theft, while it can be easily disengaged and removed with either hand by a simple pressure on the stud. This lock is already attracting a great deal of attention from buyers.

Leather goods in L'Art Nouveau have hitherto been seen only in the imported articles, which naturally had to be sold at a high figure. This year a well-known house has brought out a fine line of pocketbooks, card-cases and novelties in this beautiful decoration, which is especially adapted to the demands of our market, and which can be retailed at prices certain to result in large sales. Buyers who desire high-grade novelties for the fall trade should place their orders early, as the production is necessarily limited.

Stationery specialties are among the

things which should be purchased liberally. The demand for these goods has been growing steadily for a number of years, and as the manufacture of the higher grade goods is confined to a very few houses, there is very often a short supply to meet the requirements of late buyers.

The long, narrow purse having a heavy frame, to which is attached a long chain, so that the purse can be carried on the arm or wrist, has been given a number of names. Perhaps the term "wrist purse" describes it most accurately. It is a revival of an old fashion, but it has had a great sale in Europe, and was first shown here among the imported articles. Manufacturers were quick to seize the idea, so that in a very short time it was being offered by a number of different houses. Competition became keen, price-slashing set in, with the result that the sale of this particular article has been much demoralized. However, the public has had the benefit, after all.

A flat music-roll—or, to avoid a misnomer, music-case—is seen, having a pocketbook attachment, which is sure to be appreciated.

Among the imported novelties is a small hand satchel, of the design of the familiar physician's handbag, fitted up as a traveling toilet-case.

Saki, the Japanese Natural Drink.

Dr. Loew, of the Munich Brewing Academy, who had abundant opportunity to become thoroughly acquainted with saki (the rice wine of the Japanese) during his four year's residence in Tokio as professor at the university of that city, recently made the liquor the subject of an interesting talk before the Munich faculty.

Saki, says the professor, has been used in Japan for upward of two thousand years. It is made from rice, the grain being first steamed, and then impregnated with a species of ferment. As soon as the impregnation has occurred, the rice is mixed in water and submitted to fermentation. The yeast used in the fermentation is prepared from rice straw, on which the steamed and impregnated rice is spread out before it is prepared for fermentation. Under the influence of the ferment and the yeast all of the starch of the rice is taken up, so that the product has the character of a wine, and is hence called "rice wine."

It is a somewhat remarkable fact that for ages past the Japanese have used the identical process known with us as "pasteurizing," or exposing the saki, in closed vessels, to a certain degree of heat, to give it a keeping quality, which it otherwise does not possess. Saki, when ready for use, contains from 14 per cent. to 16 per cent. of alcohol, or is about five times as strong as our beer. The latter, however, is forging its way into the land, and in all the breweries that have been established there beer is made after the German method. This seems to be in spite of the fact that Japan has, in the main, adopted the English and American culture, rather than the German.

Just at Dawn.

Sixteen tomatoes mixed in a fray
Out on the fence at the break of day;
Just as the lamps and stars went out—
And only the form of a cop was about—
Just at dawn!

Sixteen sashes on each dwelling side
Fly on their pulleys away up and wide,
Fly with the din of a mountain-road train,
With clatter of woodwork and rattle of pane—
Just at dawn!

Sixteen heads of dishevelled hair
Flung to the breeze of the new crisp air;
Three of the sixteen caught by the neck
Hurl out words like skippers on deck—
Just at dawn!

Sixteen missiles—vases and books,
Umbrellas, mats and brass curtain hooks;
Sixteen lives extinguished with pain,
Sixteen lives and thirty-five still remain—
Just after dawn!

Doing Business for Fun

And having fun doing business are two very different propositions. The first is commercial suicide; the second usually means business success! If you handle "H. Bros.' correct clothes" you will not be doing business for fun, but you will take a great deal of pleasant satisfaction doing business, because it's the kind of clothing that pleases your trade and gives them complete satisfaction; makes them call around next season for the same kind. "Better quality for less money" is one of the principal reasons. With the "fancy expense" account cut out, we put that money in material and workmanship which we can demonstrate to your complete satisfaction any time you wish to see our line.

We're showing for fall Men's Overcoats at all prices ranging from \$3.75 to \$16; Men's Suits from \$3.75 to \$14. Also a complete line of Boys' and Children's Suits at popular prices.

Successful merchants from Maine to California handle our line of "Correct Clothes" in spite of freight differences—a point that Michigan and adjacent trade will appreciate. We shall be glad to send samples or have our representative call when you say.

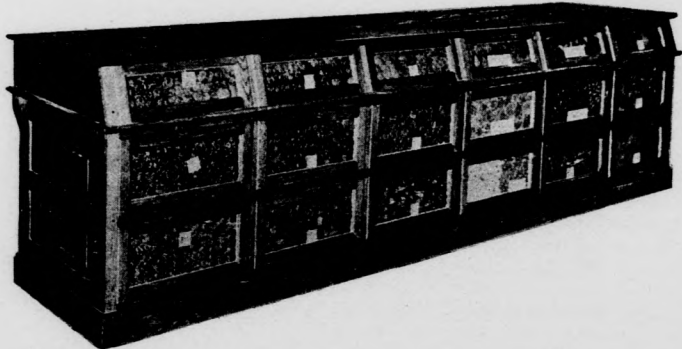


Correct Clothes **Heavenrich Bros.** **DETROIT MICH**

Dress Coats of Duck

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

Michigan Clothing Co.,
Ionia, Mich.



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

Dry Goods

The Dry Goods Market.

Staple Cottons—The demand for all staples has been limited for the week under review. The business has been confined to small orders for quick delivery. The probabilities of a reduction in price of bleached goods make buyers anxious to keep out of the market as much as possible until that event takes place. It is not known what this reduction will be nor when it will take place, and buyers are waiting for it. Other lines of bleached cottons are also quiet. Heavy brown cottons are quiet, as are also denims, and prices are irregular. Ticks and plaids are quiet and irregular, some of the latter showing declines quietly of 1/4 @ 1/2c per yard.

Prints—Practically all of the prints have had their prices named, and there is no deviation from the general standard set. Buyers are doing business, but show no great anxiety to place large orders, and the season can only be said to be fair, and with more than the usual complement of disturbing factors present. The business for dark fancies has not been large. There is little stock on hand for quick deliveries, and business is done largely from samples. The idea of the printers is to make up the orders as taken, and not accumulate stock, for they feel that the future is uncertain, and also that this course would be a factor in strengthening the market. All lines show very small stocks, and from this point of view the market ought to be a strong one. Mournings, turkey reds, indigo blues and other staple lines show no new feature.

Dress Goods—Developments in the dress goods market during the past week have not been important. The general status of affairs is unchanged. The amount of business now coming forward to first hands is unimportant. The jobber is getting a moderate volume of business and views with pleasure the recent advent of warm weather. He believes that the warm weather will stimulate the actions of retailers, as it will put life into the wash fabrics, upon which, up to this time, there has been no little complaint of slowness of sale, and enable him to turn a large amount of merchandise into cash. The jobbers' customers will be in the market shortly, and there are hopes of good business in consequence. Even although the retailer has had a very fair business on lightweight woolen and worsted dress goods, the fact that the wash goods end of the market has not come up to his hopes, owing to the comparatively cool weather since the advent of spring, has caused him to go slowly on fall goods. The market continues to hold well to the former price level.

Carpets—The carpet trade does not yet come up to the expectations of the manufacturers. Orders from the agents on the road are still coming in very slowly. The manufacturers, however, are determined to maintain prices announced at the opening of the season, and some of the retailers who had to replenish in part their stock of tapestry and velvet carpets have had to pay the last advanced price for the goods. There have been more of the tapestries and velvets sold recently than ingrain. This season has also seen more body Brussels sold than for some years past, and spinners of worsted yarns for carpets confirm this by their report that this season there has been quite a large number of enquiries for yarns for body Brussels,

more than in previous years. Manufacturers of ingrain carpets are buying very conservatively, both in raw materials and yarns. In both wool yarns and carpets the market is in a position of great inactivity. At the present time not over three-fourths of the ingrain looms are running on orders.

Knit Goods—There is still a diversity of opinion as to when the spring season for 1901 will open, and it is thought that it will not be later than August 1, while the opinion of others is that it will be in less than two weeks. As far as having samples ready is concerned, the buyer could start in operation now as most of the agents have the samples ready to display. However, the mill owners are in no hurry to push matters, as they have a very comfortable amount of fall business to keep them busy, while the jobbers are slightly delayed in their buying by the fact that they want to see what the result of the above-mentioned decline in Egyptian yarn will be, and if it will have any bearing upon the price of cotton yarns. It seems to be the opinion that the latter will be very little affected in this regard, and that manufacturers may be able to contract business with the spinners at only a couple of cents difference.

Silks—Manufacturers are looking forward to a fairly profitable season, but the silk industry as a whole will not be up to the standard that makes trading profitable for all interested until some change in fashion calls for a freer use of silk in costumes. At present it must be admitted that the big demand for silks—especially during the fall season—is for linings and fancy waists. This, of course, means a demand for plain materials. As soon as fashion demands a more extended use of silk for costumes and for outer garments more profitable conditions will prevail in the silk industry. The adoption of silk for outer garments for winter wear will create a demand for fancies, and until fashion popularizes silks for outer garments, manufacturers must rest content with the present nominal demand for the "queen of fabrics."

Belts—From present indications the washable belt of white leather bids fair to score a success this summer even greater than it did last. These belts were sold to a very great extent last year, being particularly appropriate with white duck and pique skirts, although they were also largely worn with dark costumes. Previous to the introduction of the washable belt the demand for white belts was necessarily small, owing to the readiness with which they became soiled. The high price at which an article of the kind could be profitably retailed also tended to greatly limit the demand, whereas a belt of the washable variety can be sold as low as 25c.

Cultivate Cheerfulness.

There are two ways of doing work. One is to go about it with a clouded brow, a lagging step and a general expression of disgust and weariness; the other is to be alert, energetic, bright of countenance, and elastic of step, as if the labor were really enjoyable. The work is done in either case, of course, but there is something in the latter manner that inspires confidence in the worker, and assures him of a reward that would not crown his efforts were they put forth in any other way.

A Sure Sign.

"Those people next door are newly married."
 "How do you know?"
 "I see the husband helping with the housework."

Advertising Wisdom.

Make one article the subject of each advertisement.

Don't use more than three sizes of type—the fewer the better.

Have several small advertisements rather than one big one.

Tell the truth.

Don't claim the earth.

Talk in your advertisement as you talk to customers in the store.

Tell them something about the goods and always put in the price.

Stick strictly to business.

Don't get tired; put new life and vigor into each advertisement.

Don't say: "This space is reserved for Smith;" say something.

Have your name in the advertisement but once, also the address.

Don't get gay, nor funny, nor poetical, nor sarcastic.

Never mention a competitor directly or indirectly.

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

Let Us Know



What you need in Bathing Suits. We carry a good assortment at the following prices:

Men's Suits to retail at 50c, 75c, \$1 and \$1.50.

Ladies Suits to retail at \$1.50, \$2, \$3, \$3.50, \$4, \$5.

Bathing Trunks at 95c per dozen.

Orders by mail receive prompt attention.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods, Grand Rapids, Mich.

Lumberman's Supplies

- MACKINAW
- DUCK COATS
- BLANKETS
- PANTS
- OVERALLS
- LUMBERMAN'S SOCKS

Our stock for fall is in. Write for samples.

P. STEKETEE & SONS,

Wholesale Dry Goods. 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.

Shoes and Leather

What Proportion Should a Retailer Advertise?

The above question is a very broad one, and the person attempting to answer it must realize the disparity of conditions between the small advertiser of the village and the great advertiser of the city. If advertising is good for the large city merchant it surely ought to be of much benefit to the country storekeeper as well. Now, to solve the multitudinous difficulties that confront the average retailer in his efforts to properly advertise his store at a minimum per cent. of the gross receipts is what is troubling so many retail merchants to-day.

After careful investigation my opinion is that the proper amount necessary for store publicity in any retail business is about 4 per cent. of the gross receipts. To be successful nowadays one must look to his advertising and see that it is right. The store advertising of to-day has become a most important feature of trade, and more depends upon it than almost any other department of the retail business. Advertising to-day requires deep thought in its preparation so it will appeal intelligently to the people to whom it is presented for consideration.

Now that we have arrived at about the right per cent. of the gross receipts to be used in advertising the question arises, how shall the retailers spend this 4 per cent. to bring them the best results? If you should address this question to the following persons, the newspaper solicitor, the bill board man, the street car card man, the premium scheme man and many other advertising specialists, I think each one of them would so present his case and endeavor to impress upon you the great importance of his particular plan of securing publicity, and that his scheme was so much superior to any of the others, that it would be necessary for you to expend the greater part of this 4 per cent. devoted to advertising for use in his enterprise in order to be successful. From his way of reasoning it would seem all right, and his arguments would be almost convincing.

Again, after a retailer has read the different advertising journals of to-day, each one advocating a different plan of procedure in order to be a successful advertiser, his mind is so perturbed that he is in a quandary to know just how to proceed, especially when so many apparently practical propositions are outlined before him with a view of helping him to dispose of his advertising appropriation. A safe method for a merchant to pursue in order to determine how to dispose of this 4 per cent. would be first to study his store from the side of the customer as well as from his own side as proprietor, and see if the store is in a proper condition to advertise. The windows may not look attractive, the shelving may need changing and painting, the room may need papering, the store fixtures may be old and uninviting from the customer's standpoint; the merchant may think that these things are all good enough for him, but how different the buying public regard these little deficiencies when they go shopping, and all the advertising that one could do would not bring about satisfactory results if these things were wrong at the fountain head. After you have had the store renovated, and it presents a bright and more cheerful ap-

pearance, then you are ready to invite the people to trade at your store through the medium of advertising.

I do not consider it necessary that one should spend all the advertising appropriation in newspapers alone, for in advertising, as well as in anything else, "Circumstances alter cases." What may be essential in this particular locality may be wholly unnecessary in some other location.

So a merchant has to be guided somewhat by his surroundings in order to determine what method of advertising is best adapted for his store. In forming my opinion that 4 per cent. of the gross receipts was a proper amount to be used in advertising a retail business, I have considered all classes of retailers, from the country storekeeper to the largest city merchant; of course, in some instances where local conditions are more favorable (that is where competition is not so sharp as in other places and the concern is doing a large business) the advertising appropriation need not exceed 2½ or 3 per cent. of the gross receipts, but these cases are very rare. For the convenience of my readers I have divided the retail advertisers into four classes:

1. The large city merchant located in the down town shopping district.
2. The city merchant located outside of the retail district.
3. The merchant well located in a good sized town or county seat.
4. The village merchant or country storekeeper.

My opinion of the best way of dividing the 4 per cent. used as the advertising appropriations of the above four classes of merchants would be as follows:

1. The large city merchant well located in the down town shopping district would use:
 - 2-3 for newspaper advertising.
 - 1-6 for street car advertising.
 - 1-6 for bill board advertising, and advertising novelties such as pocket memorandum books, etc. Would leave out all premium schemes and would have nothing whatever to do with premium stamp companies, as these are not necessary for such merchants.
2. For the city merchant located outside of the shopping district something like this would be more suitable:
 - 1-6 for newspaper advertising, using good sized space once a week or twice a month.
 - 1-6 for bill board advertising.
 - 1-3 for premium schemes of your own, such as giving away a fine framed picture, etc., to the people who trade at your store to the amount of \$15 or \$25, giving a coupon with each purchase. These little coupons remind the customer of your store each time they see them at home. Shun all premium stamped companies.
 - 1-3 for hand bills, postal cards and circulars for distribution in your own section of the city.
3. Merchants well located in good sized towns or county seats would use:
 - 1-2 for newspaper advertising.
 - 1-8 for bill board advertising.
 - 1-8 for advertising novelties—base ball club suits, memorandum books, etc.
 - 1-4 for advertising schemes for farmers, such as giving pumpkin, corn or potato contests, offering prizes for the best specimens grown by your customers, ending with a big exhibition at your store in the fall. Such schemes as this hold the farming trade.
4. The village merchant or country storekeeper doing business in a

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.

==OUR DIAMOND DUCK BOOT==



(Snag Proof), either plain edge or rolled edge,

\$4.50 list.

Our New Atlas Boot, with Duck Vamp, rolled edge,

\$4.35 list.

Send for Catalogues.

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

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

**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



Use Tradesman Coupons

community where there is no newspaper published would use entire appropriation for circular and postal card advertising. Would have the cards and circulars printed in an up-to-date city printing shop, and would follow the style of the big department store advertisers of the city, giving plenty of descriptions of the goods carried in stock, with prices attached. Would mail these circulars regularly at stated intervals to the same farmers for miles around about and you would be surprised how quickly you would notice your trade increasing as a result of your constant advertising.—Geo. W. Syfert in Boot and Shoe Recorder.

Should a Retailer Carry Many or Fewer Lines?

The question, Should the retailer carry few shoes of many lines or confine his stock to few lines? can not, in my opinion, be too carefully considered by the retail vender of shoes, for upon the proper solution of this question depends, to a very great extent, the success of the average retailer. The dealer in deciding what lines and what kinds of shoes he ought to buy for a season's business must, first, take into consideration the class of trade which his particular location is apt to bring him in; second, the class of goods which his acquaintances and friends would be inclined to ask him for. After satisfying himself in regard to this, he is in position to make an intelligent decision and to buy such shoes as will conform to his peculiar trade. There are, of course, a great many retailers in the United States who have what is called a personal following; there is no doubt but that a considerable percentage of every retail business in the average town consists of personal acquaintances or friends of the retailer, and when this is the case it might be well for that retailer to buy a few (but a very few) miscellaneous styles of shoes to sell to that particular trade, but taking the subject in its broader sense, and judging from the standpoint of a successful merchant, there is no doubt in my mind that if the retailer will confine his purchases to a few lines of shoes, have plenty of them, ample sizes and widths at all times in stock, he will eventually be the gainer and have a much better trade, more satisfactory business, and a much more wholesome condition generally than he would have were he to do business on the opposite plan, i. e., a few shoes of many lines.

I know of one dealer, a very successful merchant and a personal friend of mine, who is doing a business exclusively on men's shoes in an Eastern city of some 400,000 people, and his sales for the year 1900 will run very largely in excess of \$40,000. He is to-day purchasing all his shoes of two houses, and of these two houses he is buying and carrying in stock but two distinct lasts. Now to a great many readers of this article, and particularly to the average retailer, this will appear almost incredible; it is, however, a fact which can be very easily corroborated. "Buying a few shoes of many lines" is, as I would aptly term it, "making shoes." To a great many of our retail dealers the phrase "making shoes" is confused with the term "making money," for from a strictly merchandising standpoint the retailer who is making money is the individual who has the facility and ability of converting at the end of each year a fair share of his profits into cash, while a great many, on the other

hand, a very large majority of the retailers of shoes, seem to think that, when the year is past and they have inventoried their stock and find themselves possessed of more shoes than they had the year previous, they are doing well and making money.

This may be all right for a young man who is just starting out in life and has but limited means, but to the merchant who has been in business a few years and has an average stock, proportionate to the amount of business he is doing and sufficient for his trade's requirements, this is altogether wrong. These two phrases must not be confused; they have nothing in common, and must not be used in the same sense. "Making shoes," i. e., having more shoes in stock than he inventoried the year previous and no more money in the bank, is not making money, and if the retailers of this country would only realize that by confining their purchases to a few lines, carefully considering before making their selection what lines they intend to purchase and then buying the right lines, as few different styles as practical but ample sizes and widths, sufficient for requirements, they will find that when the year is past they have done an equally if not much larger business than they would otherwise have done, and will find their profits in cash in their banks and not upon their shelves; they will find themselves in an ideal condition from a merchandising point of view; they will find their business less burdensome and much more pleasant. Those retailers whom I have had the pleasure of meeting (and I have met a great many in the United States), those retailers who are to-day men of means, have made their money in the shoe business; those retailers whose career as successful merchants I have watched have one and all, as far as my knowledge goes, followed the principle of confining their purchases to as few lines as possible and, in my humble opinion, I believe that if most retailers in the United States would do the same the retail boot and shoe business throughout the country would be in a much better and in a much more wholesome condition.—Milton Florsheim in Boot and Shoe Recorder.

The Main Drawback.

"I hate to be in debt."
 "Don't like to pay interest, eh?"
 "No, it's the principal of the thing that bothers me."

Horse Flies

Cut out the horse that has on such fly nets as we sell. They are the best sellers we ever handled and if you have not placed a rush order with us yet for another supply

DO IT NOW

Brown & Sehler

Grand Rapids, Mich.

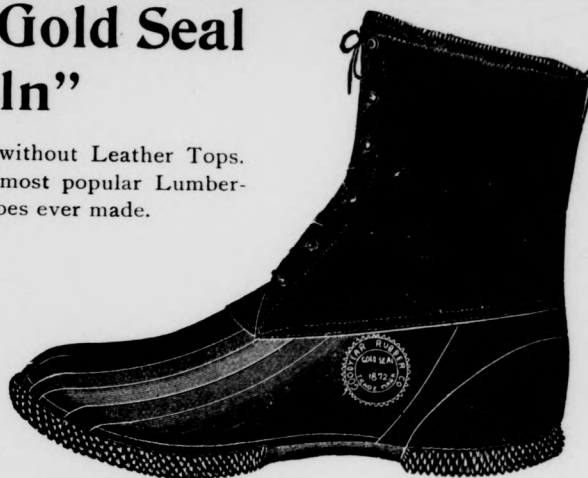
The "Gold Seal Lincoln"

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

Goodyear Rubber Co.,

Milwaukee, Wis.

W. W. Wallis, Manager.



CHIPPEWA CALF

Made in Bals only.

Plain or Cap Toe.

D, E and EE.

Goodyear Welt.

One-half Double Sole.

The upper leather is tanned from a selected skin, is tough, will wear soft and easy on foot.

\$2 PER PAIR

Write for sample dozen. They will please you.

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.

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

Clerks' Corner.

One Merchant Scores a Point Against Another.

Written for the Tradesman.

Brinsmade knew by the triumphant tip of Griswold's hat and the angle of his freshly-lighted cigar that something was coming.

He was on the back seat of the car where cigars were allowable and the smoker took a vacant place at his side.

"Fired Carleton Saturday."

"Sorry to hear that, always liked that boy. What for?"

"Got to carrying too many lines. He isn't a strong boy physically, nor any other way, I guess. Looks like turning into a lunger."

"Side lines—what do you mean? I didn't know he was on the road."

"That's only another way of saying that he's getting dissipated. Out all night and good for nothing next day. I couldn't do anything with him and I'm no hand to bother, so I just let him go."

"Ever try to find out about his antecedents? I have an idea you might have made something out of that fellow. I wouldn't put him down as a strong-minded young fellow, but if his surroundings are what they should be I believe he would be all right. Where is he?"

"I tell you what, Brinsmade, you better not bother with him. He's bad clear through. I found out enough about him to know you can't do anything with him. His father is dead and his mother and sister live in Brighton. Excellent people and the boy's heart's all right, but his head and the rest of his body are all wrong. Bound to go to the dogs and I let him go."

"Is he in the city yet?"

"I guess so; but you can't do anything with him, Brinsmade."

"Then you are short a hand?"

"No, I'm not. I picked up a clerk on the car that same day. I went on your plan of taking a man as I found him. On the way home a young sober-looking man sat in front of me, about thirty I should judge, reading a paper. In came a newsboy specimen with three copies left. He had a tale of woe and I could see the young man was interested and the result was that he took the three copies. Then the boy, with a wink at me, jumped off the car chuckling over his success. 'No idea, have you,' I said, leaning over, 'that the gamin scooped you?' 'In a case like that there can't be much of a mistake,' he answered. 'I've done my duty anyway; the rest will take care of itself. I've been in a tight place myself and know how good it is to get out. He's welcome to all there is in it.' That hit me in the right place and I got to talking to him. I liked his looks and I liked his dress and I liked the way he talked. I found that he was a clerk and I concluded that a man who was so tender-hearted over a newsboy couldn't be a bad sort of fellow to have around and so I hired him on the spot."

"Rather slender-built fellow, isn't he, a little below the average height, with rather dark hair and little ferret-looking eyes, and says, 'Yes, sir,' very distinctly so that you can hear every letter? Wore a dark blue serge sack coat and trousers, with a natty straw hat with a blue ribbon, a silk blue polka-dot string tie, didn't he, and a very light pair of tan shoes? His teeth are very white, aren't they, and he wore a gold ring on his left little finger with a

fine beryl stone in it? It was on the Harman car, wasn't it?"

The "isn't he" and "didn't he" and "wasn't it" in Brinsmade's unmistakable rising inflection when he was making fun or inclined to be sarcastic had the effect of setting Griswold's hat on straight and bringing his cigar more at a right angle and led to the question, rather anxiously expressed, "Why? Do you know him?"

"Oh, yes, I've known him," a strong accent on the "him," "for three or four years. How long has Carleton been with you?"

"Little over three years."

"Must have been quite a boy when you took him. About 19 now, isn't he?"

"Just about. He was 16 or so when he came to us. What are you so curious about him for, the dissipated little devil?"

"Do you know his mother? Ever go out to Brighton and look around there?"

"No, nor I haven't invited 'the boy,' as you call him, to dinner. He isn't my kind and I'm glad he's gone."

"Did you ever find out why you couldn't do anything with him? You've noticed, I suppose, that he has lost the 'boy look' in the face, that his eyes are worn out looking? You knew, I suppose, that he comes of a consumptive family?"

"Don't know anything about him in that way. What I do know is that he is going down hill as fast as he can go; and if he has done it in two or three years, as you say he has, I ought to have set him adrift long ago. Why didn't you pluck him 'as a brand from the burning'—I believe that's the way the phrase runs?"

"I did. That boy with the complexion of a girl, and a constitution as delicate, came here a clean, high-minded young fellow. I saw him and liked him and tried my best to influence him. He used to like to talk of his home and his mother, as all 'home boys' do; but by and by he drifted away from me and I couldn't find out why—he simply wouldn't come near me. At first he excused himself, but finally he gave that up and I didn't see him for months. Finally a mutual friend stopped me one day and asked if I knew about Carleton. Then I learned that a certain clerk had beguiled him, but how or why he could not tell. I kept eyes and ears open and then bit by bit the truth came out: An older man, about 30—it was the clerk I speak of—had met him and taken him in hand. It was the old story: The sweet, pure home life was laughed at, with the old result. It was the cigarette and the cigar and the billiards and the beer and the wine and—but what's the use of going on? Your clerks as well as mine have made it all too common. It has the same dreadful and pitiful end. I can't see what such devils are born for; and I can't understand why, if they must be brought into the world, they are allowed to live, a curse to their kind!"

"You needn't talk to me, Brinsmade. A fellow like that Carleton is old enough to know better. He doesn't have to stick his fingers into the fire because somebody tells him to. Such a fellow is old enough to know chalk from cheese."

"It seems that you don't, and you're older by twenty years than Carleton is."

"What do you mean?"

"Just what I say—you step into a street car, and because a man there assumes a soft voice and pretends to pity a gamin that has scooped him and makes believe he rather lose the nickel that way than have the newsboy suffer,

you take him in tow and think you have found the incarnate virtues all under one hat! That soft voice that fooled you, a man of 40, voiced Carleton. Follow him up and you will find that same tender heart, too tender to allow a newsboy to suffer, will take a gang of young men and, by that soft voice and the other blandishments Satan gives to that class of human rottenness, will ruin every one of them in six months!"

"Do you mean to tell me that that young man I hired on the street car is the cause of Carleton's going to the dogs?"

"Yes; and Carleton isn't the only one he's started, more's the pity. I shall look out for the boy, though, you may be sure of that. Your discharging him will force him, probably, to roam somewhere else. After that I'll see what I can do. He's not only touched pitch, but it's daubed all over him and there's no use trying to help him so long as he rooms with the pitchpot. In the meantime I hope you'll find your new clerk all your fancy has painted. He's honest and he can sell goods; but he can do more 'whited sepulchre' work in a week than any other ten hypocrites I've been unlucky enough to meet. You don't know Carleton's address, do you?"

"No, but I can get it for you. I begin to wish I'd known all this sooner. Still, if you're going to have him it's better and later on I'll try to make it up to him in some way. But what am I to do with this other fellow?"

"I give it up. I tried 'fasting and prayer' on Carleton for three years and followed them up with all the good things I could think of; but you see what little it amounted to. I'm afraid your new fellow's a gone case. I'm glad you've got him instead of me, and I hope that 'tender heart' of his will cover his multitude of sins. But the next time you brag about your clerks be sure you have some to brag of."

He left the car and Griswold swore under his breath.

Richard Malcolm Strong.

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.



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.

WORLD'S BEST

S.C.W.

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

Buildings Roofed

with Torpedo Gravel Ready Roofing are rated by insurance companies the same as if covered with metal.

H. M. REYNOLDS & SON, M'frs.,

Grand Rapids, Mich.

Detroit, Mich.

GETTING BUSINESS.

Systematic Effort the Basis of Permanent Success.

Advertising is nothing more nor less than preaching the gospel of your merchandise and preaching it at a long range. The old method of selling goods to a large extent was to fill up your store and wait for the customers to come in and then sell them as they came. At one time the general supposition was that medicine and circuses had the entire right to the method of creating a demand, and therefore it was beneath the dignity of any reputable business house to accept it, but there is now a new order of affairs, and those who do not adopt it and keep pace with it in its progressive form must see themselves distanced in the race or drop completely out.

A man can plant a lot of corn with a hoe, but he is not in it with the fellow with the latest corn-planting device. It is a method that has come to the printing press and what the printing press has done and is doing for the education of the mind, advertising is doing toward educating the people as to what and where are the best things for bodily comfort. Advertising is the advance agent of all business men—it paves the way. It is doing the principal work and thereby economizes on time. It creates the demand for the article and so lessens the labor of the merchant in his effort to dispose of his goods.

Advertising to each and every business man is just as much the part of his business as the building he transacts his business in or the help he employs. I feel that I am merely rehearsing the question of the absolute necessity of employing advertising in the most thorough and scientific manner possible in order to be and to keep at the front, for surely there are enough examples of the most phenomenal growth of those concerns that have made it their principal factor—made everything hinge on it. Some of us have gone over our old stamping ground, confidently expecting to get repetition of the old business, only to find ourselves displaced by some aggressive advertiser, who has soaked the consumers' and dealers' minds so full of the goodness, etc., of his goods that neither could withstand the force and persistency of his argument. But one great trouble with the new advertiser, and the majority of advertisers, is that he expects too much too quickly, is not willing, has not the courage of his conviction to take hold and hold on to the finish. To answer the question of how much is necessary to bring the advertising of a business up to the paying point, I would liken it to that story of the tramp who had been kicked off the same train for the third time, and who, in answer to the conductor's query as to where he was going, said: "It matters not how many reverses I meet with, it matters not how many more times I am going to be kicked off any train, I am going to get to Salt Lake City just the same." Now, the only way I know of is to start and keep it up until you, like the tramp, get there. Some men start on a freight car. Some take the limited, some get scared off at the first stop, some get to Mississippi and follow another, and some, like the old tramp, hold out until they get to Salt Lake City. As Horace Greeley once said, "The way to resume is to resume, the way to do a thing is to start at it and do it." And now as to the question as to whether advertising pays. According to my theory it

does, if done discreetly and carefully. Thousands of merchants, retailers and wholesalers, are piling up wealth as the direct result of their advertisements. My advice is do not advertise simply because your next neighbor on the right does so; if you have something that people want and that they do not know about tell them of it—state your price—and never mind your neighbor.

Make your advertisements attractive, so that the people will notice and read them. Excite a little legitimate curiosity about your goods; nothing draws like curiosity. I know of one of the most successful advertisers in this great country who tells millions of people daily what he is doing in his store, if it be only the putting up of a new shelf or the painting of a door. Study the method of successful advertisers, and nothing but careful study will make you a success in this department of business. Every statement that is made in the advertisement ought to be carefully weighed, and even the appearance of untruth should be excluded. A truthful statement in a good paper will bring returns every time. The best paper in which to advertise is the one which possesses the confidence of the people you wish to reach in the highest degree. A single insertion of an advertisement is of very little value, usually money thrown away. You must keep your name and goods continuously before them and keep them interested in what you are doing. Joseph E. Bernstein.

Neglected Poultry.

Live poultry shippers obtain an idea as to the condition their poultry is in upon arrival from the commission receiver, the shrinkage generally telling the tale. There is always more or less shrinkage and when weather is hot the loss is more than at other times. In some cases it is impossible to properly feed and water in transit, but usually it is the fault of the man in charge of the car. Shippers should only let a reliable and experienced man come through with poultry, a cheap man being more expensive to them than one of their regular men. Some of the old time men get careless, and we might mention some regular men that have been bringing poultry in for a long time that are losing money for their shippers—they know too much—have found out too many "tricks in the trade" as it were. Every shipper should know about what his shrinkage ought to be and when it is continually heavy there is something wrong. We noticed a car in last week which was in very bad condition, and must have made a big loss for the shipper. In addition to the dead thrown out in transit there were 100 head dead and thrown out by the loaders when taking them from the car in Jersey and after it had arrived at the market place 50 head more of dead fowls were taken from the coops. While it was not known what caused this loss it was thought by the poultrymen that the stock had not had sufficient care in transit. The man in charge of the car was en-route to Paris to visit the Exposition and in all probability was inexperienced in the poultry business.—N. Y. Produce Review.

The City of New York takes care of its blind residents who are also poor. Every year \$50 or thereabouts is given to each indigent blind person who applies for assistance provided the applicant is found to be in need of assistance. This year nearly 700 applications have been made.

When To Clean the Teeth.

If the teeth are to get but one thorough cleansing during the day, just before retiring is the best time to give it to them, as there are six or eight hours during sleep that the salivary glands are inactive, and fatty and starchy foods that may be lodged between and around the teeth, bathed in saliva, a partial digestive fluid, undergo decomposition, forming acids which act more or less readily on the tooth structure at the time of formation; the salivary glands not being active during sleep, acids are not diluted, as during day a free flow of saliva prevents to a great degree the deleterious effects of acids thus formed.

The teeth and gums should be carefully brushed after each meal with a medium soft brush, using as a wash, on damp brush, alcohol, rosewater, and listerine, equal parts.

Even the men who are working against it are getting their share of the country's prosperity.

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.

TO SATISFY PUBLIC CLAMOR

For a harmless substitute for the fruit, we have prepared and placed on the market a full line of Synthetic Flavors, 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.



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.

Hardware

Ethics of the Jobbing Hardware Business.*

There are some things existing in this world that we all wonder at. There was an old Quaker woman once who said she was quite puzzled about three things. The first was why little boys should throw brick-bats and stones into trees to knock down fruit, because if they would just wait long enough the fruit would fall anyhow. The next was why men should go to war and kill each other, because if they would all wait long enough they would all be dead, and the third cause of her wonderment was why the young men should go to call on the young ladies, for if they would just stay at home the young ladies would call on them. So you see that some of us wonder at one thing and some at another, and I find myself oftentimes wondering why certain people do the things that it does not seem reasonable for them to do.

In looking over the list of topics upon which to talk this morning it struck me that there were three attributes which if lived up to by the hardware jobber would no doubt be a source of both help and profit to him in his business.

The first of these is courage. This, it seems to me, is a virtue which can be well adapted to the every day life of any business man. We admire it in the soldier in battle, the explorer opening new lands, the missionary in foreign fields, and in the man with the courage of his convictions. The hardware jobber doubtless finds it necessary to exercise this virtue every day. There are many, many times when it requires courage to keep prices where they belong, when the jobber believes that his neighbor is cutting them. Now, I take it that the manufacturer who makes a differential in favor of the jobber does so because he believes that he is entitled to it. Does it not strike you, therefore, that the jobber should have the courage to sustain such manufacturers?

It also requires a great deal of courage to have faith in the future, sometimes in the face of a falling market, or bad crops, or other evils that come to the lot of man now and then. Briefly, I believe that the courageous man who faces every conceivable condition of trade bravely will always be in the front rank, while the cowardly merchant is standing still watching the procession pass on.

The next point in my text is confidence. Jobbers meet in convention and talk over every question of mutual interest, ranging from the holding of an established price down to the matter of how to control the office boy, but afterwards what? Have you ever heard any one say, "Yes, they have had the annual meeting and everything was lovely and the goose hung high, but now they have all gone home again and there is the same old story to tell. Confidence in each other held sway while together, but she took flight as soon as separation came.

It is, I think, universally recognized that the jobber is a necessity to the many thousands of retailers, who depend upon them to carry a large stock of goods of almost endless variety from which Mr. Dealer can order as few or as many as he chooses. A legitimate profit, therefore, is the jobber's just due. Why, then, doesn't he claim this profit? Some

*Paper read by N. A. Gladding, of Indianapolis, before Southern Hardware Jobbers' Association.

do, I know, but why don't they all get it? If the difference between the jobber's price and the dealer's is too great, then I have no doubt but what the manufacturer will gladly accommodate you by making it less upon the asking.

Is not the main cause of the trouble, if any of this kind exists at all to-day, originated from the mere lack of confidence in competitors? Perhaps in the very man who sat next to you in the convention?

The motto with some people is that of David Harum, "Do unto the other feller the way he'd like to do unto you, an' do it fust." It's the "other feller" that is always doing what he ought not to. We never cut a price, but we are not going to lose our trade. Ah, there's the point. We are not going to let our neighbor across the street or in the next city take our customers away. Well, that is all right as far as it goes, but wouldn't it be better to first find out from Mr. Competitor if he has made a cut, because if he hasn't then you are in trouble, and it requires some courage to put your price back again where it belongs.

Speaking again in the language of David Harum, "It's a good site easier to git a fish hook in 'n 'tis to git it out." Confidence among local business houses is certainly a condition to be most earnestly wished for, and this virtue can be exercised with a great deal of advantage even from a purely selfish standpoint, and it should grow and become strong through such meetings as are held by this Association. There is unquestionably a better state of affairs to-day in this regard than formerly, but there is doubtless some room for improvement.

Consistency is said by the poet to be a jewel. Is it the kind of a jewel that the hardware jobber is after? I believe that it is, but some of them have a queer way of trying to secure it. There is a saying that wise men sometimes change their minds but fools never, but I am not talking about the question of changing your mind, that is a matter of judgment; but consistency, I think, means not to do what we think wrong for others, and if that is the case it is a jewel that every one ought to possess even if it does cost a little money at times. The chances are, however, that he who sticks to the right course will be the gainer.

A hardware jobber in Mississippi told me once that his neighbor was cutting the price on a certain kind of plow. I asked him what he was doing about it. "Why," said he, "I just let him sell his out as fast as he can at his cut price. When he is through he can not get any more for this season and I am now obtaining and shall continue to receive the regular price for mine after his are all gone." That man had the courage to hold his goods if necessary, confidence in his ability to dispose of them, and was consistent by not doing like the other fellow.

Pardon me for having carried this talk to a greater length than I intended. It has had perhaps too much the ring of a sermon, and I am sure you did not come here to attend Divine service. In conclusion, then, permit me to say that in my humble opinion the hardware jobber possessing the three virtues of courage, confidence and consistency, together with what one writer has termed grease, girt and gumption, and the three P's of this Association, will no doubt live to become a hardware prince.

We are all after success. Some will win it. Some will fail, but shall we

Alexander Tubular Furnaces

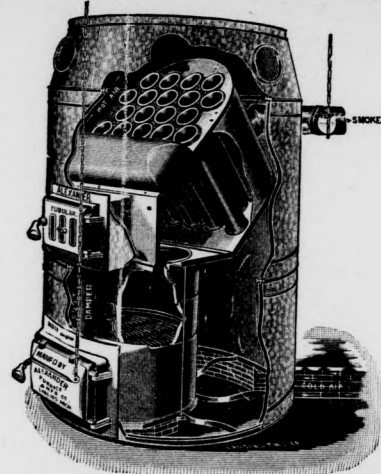
Before buying a new furnace investigate fully the Alexander's points of excellence:

1. They have a larger radiating surface than any other furnace.
2. For economy of fuel they are unsurpassed.

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

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

Alexander Furnace & Mfg. Co.
Lansing, Michigan



Ice Cream Freezers

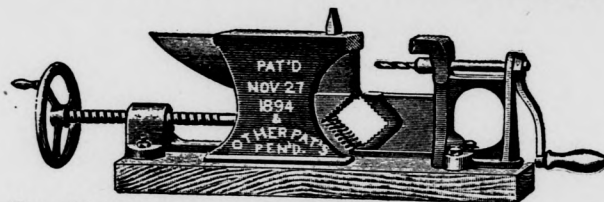


We carry in stock the
**WHITE MOUNTAIN
AND
ARCTIC**

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

The 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.

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

not at least remember the advise of the old English schoolmaster who, in dismissing his graduating class, said: "Who loses or who wins the prize, go lose or conquer as you can, but if you win or if you lose, be each, pray God, a gentleman."

Effects of Trusts on the Hardware Trade.

No great undertaking is ever carried forward to successful completion by an individual acting alone. The Declaration of Independence itself was the joint production, not of one, but of many able minds. No matter what the character of the movement, the co-operation of numbers of individuals acting together is absolutely necessary to its success. This is true not only in the world of politics and finance, but of trade as well. If we had been obliged to depend upon individuals, none of the great bridges which span our broad rivers would have been constructed, and the great railway and steamship lines and the vast telegraph and cable systems, which have done so much to advance civilization, would never have been constructed.

Except for a combined effort and the consolidation of large masses of capital from different sources the United States to-day would not be very far in advance of the condition in which it was found by the early settlers. An argument against corporations is an argument against progress and a trust is simply the amplification of the corporation, as generally understood. As the corporation is a combination of individuals so the trust is a combination of corporations.

Coming down directly to my text it appears to me that the best way to arrive at a conclusion is to review the effect which the trust has had upon the trade.

It will not be denied: That the hardware business has been very satisfactory.

That the prices of iron and steel goods have been constantly advancing.

That the demand has been unusual.

And in a word that under the trust we have had the most prosperous period in the history of the business.

The late reaction is attributed by some to the prices being marked too high. If we are to hold the trusts responsible for the present somewhat demoralized condition of the market, which I do not consider a matter of very grave importance or likely to be lasting in its effect, we should at least give the trust credit for the era of prosperity which we have so far enjoyed.

Furthermore, when prices were advanced I do not believe that there was a protest from any firm or organization against the advances except perhaps from those buyers who lacked faith in the stability of the market and who therefore failed to get in line by making their purchases ahead.

That there is a strong popular prejudice against trusts or combinations is undoubtedly true, but in the light of my experience I feel constrained to take the opposite view. Their treatment of us has been fair and just and they have at all times shown a disposition to protect our interests. No individual manufacturer has ever treated us with greater consideration. Speaking from personal experience I may mention in passing that the combinations with which we made our principal contracts for bar iron at fixed prices to be taken within a stated period voluntarily reduced their prices twice on our contract during the recent decline, and furthermore, extended

the time for specifying. The contracts were duly signed and the combination could have insisted upon our living up to it. The same combination during the advancing period of the market filled our low-priced contracts to the pound without a murmur after the price had advanced as much as 50 per cent. I do not recall a similar voluntary action on the part of an individual manufacturer.

In the matter of terms some of the combinations which control the goods handled by us have recently made important concessions at the solicitation of jobbers' associations and individual hardware firms. They have agreed to restore the old terms allowing sixty days' time or 2 per cent. discount for cash in ten days. One of the largest combinations which controls one of our chief staple articles has gone even further and has lately established a differential of nearly 5 per cent. in favor of the jobbers as against outside carload buyers. A differential would be impossible without a combination of manufacturers.

I will admit many of the arguments made against the trusts, but the growth of competition and the enactment of proper legislation will in my judgment revert any serious arbitrary actions adverse to our interests.

Conditions, of course, may change and opinions with them, but judging the future from the past and in the light of the disposition shown by the combinations to jobbers, I feel safe in predicting that under existing arrangements our interests will be better protected than in any other way.

P. Pidgeon.

What the Creamery Will Do.

A South Dakota newspaper writer says the farmers are not the only ones benefited by the creamery. The business men of the towns where creameries are in operation also feel the good effects, for instead of doing almost exclusively a credit business with farmers and waiting for their pay until the wheat crop is harvested, as was the case under the old conditions, they now do virtually a cash business.

Treatment of Swollen Tonsils.

It is recommended to paint the tonsils mornings and evenings with the following mixture: Iodine 1 gr., potassium iodide 2 grs., tincture of opium 20 minims, glycerin 4 fl. ozs. Half a teaspoonful of the mixture, in a glass of water, is also to be used as a gargle.

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 3/4	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	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28		
List 12 13 14 15 16.	17		
Discount, 65 10			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	80&20		
Double strength, by box	85&10		
By the Light	80&10		
Hammers			
Maydole & Co.'s, new list	dis 33 1/2		
Yerkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	2 75 c rates		
Light Band	3 1/4 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular O Tubular, Doz.	5 25		
Warren, Galvanized Found.	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00. dis 60		
Metals—Zinc			
600 pound casks	7 1/4		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	70		
Screws, New List	80		
Casters, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60&10&10		
Common, polished	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
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
20 to 60 advance	Base 5
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Alloway Grade	5 50
14x20 IX, Charcoal, Alloway Grade	6 50
20x28 IC, Charcoal, Alloway Grade	11 00
20x28 IX, Charcoal, Alloway Grade	13 00
Ropes	
Sisal, 1/2 inch and larger	10 1/2
Manilla	16
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
Nos. 10 to 14	com. smooth. com.
Nos. 15 to 17	\$3 20
Nos. 18 to 21	3 20
Nos. 22 to 24	3 20
Nos. 25 to 26	3 50
No. 27	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
20x24 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Community, Hawley & Norton's	65&16
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 20
Barbed Fence, Painted	2 90
Wire Goods	
Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought. 70&10	

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.

Aluminum Money

Will Increase Your Business.

10 IN MERCHANDISE

THE LIVINGSTON COAL COMPANY

Cheap and Effective. Send for samples and prices.

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

Butter and Eggs

Observations by the Gotham Egg Man.

Truly the lot of the egg shipper has been a hard one of late. And that of the egg receiver has been about as bad. We are finding out what it means to force summer production into consumption. This was the plan by which egg stors justified themselves in paying the rate current last April and early May. "The curse of last year's business" they said, "was the continual accumulation of hot weather eggs," and the general policy seemed to be to load up with early goods at whatever price was necessary and make the situation healthy by forcing the summer eggs into consumption.

The result of this policy is, as we anticipated, to make a miserable market now. Hot weather makes light consumption as a rule and when it is attempted to force upon the trade a surplus of stock of very indifferent quality, demoralization naturally follows and values become irregular and uncertain.

* * *

While the market has been in a demoralized condition for general receipts of eggs, there has been a scarcity of strictly fine fresh gathered goods, suitable for use in the best class of trade, values for which have been sustained much better than for average qualities. This fact has caused much trouble in some quarters and some have criticised the market reporter for recognizing sales of fancy eggs when making quotations. This criticism is based on the fact that some shippers whose brands usually command outside quotations base their paying prices on these quotations and are consequently unable to get out whole when their goods have to be sold at secondary or lower rates. It is argued that if highest quotations were based on the value of such average prime qualities as are shown in the receipts shippers would have less difficulty in getting country prices down to a safe figure. A large receiver of eggs said to me last week: "We are simply compelled to refuse shipments of eggs from some of our shippers in the very best sections because it is impossible to sell the goods at the top quotations, and the shippers can not afford to have them sold for less because they are paying prices in the interior based upon quotations for top grades." But it is hard to see how a market reporter who desires to do his work conscientiously and accurately can do otherwise than set down the full truth of the case in his reports. Sales of qualities which are entirely exceptional may be ignored in making quotations, but the prices willingly paid by first-class buyers for certain qualities of eggs obtainable in some quantity can hardly be omitted from quotations even although the percentage of such in the receipts may be relatively small. If there is any difficulty arising from public quotations for the finest qualities arriving at a time when the general run of stock is defective and demoralized in value it must come solely from the failure of shippers to properly estimate the quality of their own goods. The relatively wide difference between present value of fancy country candled eggs and average qualities is one of the results of the comparatively full cost of spring refrigerators. When fancy fresh became scarce by reason of hot weather defects in the bulk of supply, dealers naturally turn to the earlier packings in store; the price at which these can be taken out influences the

value of such fine fresh gathered as are good enough to compete with them in quality. Thus at the present time there are not enough really fancy eggs in the fresh receipts to satisfy particular buyers and a number of them are using some of the April goods; these can not be taken out profitably below about 15c; consequently the buyers are willing to take such fine fresh as will answer the same purpose at only a shade less money. At the same time the fact that the spring eggs are valuable makes them independent and very fastidious in their ideas of quality when examining the fresh goods. If the finest fresh should fall in price materially below the cost of Aprils, so that dealers should leave the latter entirely, there would not be enough of the grade wanted to supply them. Therefore the cost of fancy refrigerator stock tends to sustain prices for competing qualities of fresh so long as these are not sufficiently plenty to fill all requirements for top grade eggs. But this influence does not extend at all to the ordinary and lower qualities of fresh stock. These have been far more abundant than the demand required and have had to stand on their own bottom so far as prices are concerned. If the cost of April storages had been lower it can not be doubted that the present value of exceptionally fine selected current receipts would now be less by the same amount, while the value of usual qualities would probably have been little different than now.

* * *

W. A. Gude called me into his store last week to show me a freak egg the like of which I had never seen before. An egg taken from a lot of Western stock was broken and found to contain within it another egg, perfectly formed but having a soft shell. The outer egg contained nothing unusual otherwise; it had its due quota of white and yolk; the inner egg was about a half inch long and itself contained white and yolk in miniature. A very strange freak surely. Probably if it had been hatched the young chick would have been born in the act of laying an egg. Truly the fecundity of the American hen is something wonderful—not to say fierce.—N. Y. Produce Review.

Belgian Hares and Poultry.

The Belgian hare craze will be a benefit to poultrymen who have the grace to resist temptation and stick to an established and recognized industry for whose product there is a consumer's market, because it will relieve them from the competition of a great deal of energy and capital, some part of which would certainly have been devoted to the poultry business. Whatever may finally come of the Belgian hare business, at present it is wholly speculative, the only established market for hare stock being with those who wish to raise hares to sell to other people. It will be found that this is by no means an "endless chain," but a chain which will come to an abrupt end some day, after which the only market will be for the meat and the pelts. The public is not educated to the consumption of hare meat, and there is no more difficult task than to educate the community to the consumption of a new article of food. The housewife uses eggs every day, and there is a constant demand in every family for table fowls in the various stages of their growth. As a matter of business, common sense should teach anyone that it is foolish to abandon an industry for whose product there is an established demand to engage in one for which the market must be created.

WE BUY FOR CASH

Eggs and Butter

IN ANY QUANTITY.

Hermann C. Naumann & Co.,

353 Russell St., Opp. Eastern Vegetable Market, Detroit, Mi h. 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 Winder St.

References: Dun or Bradstreet, City Savings Bank.

Rush of Business.

The past few months has been a record breaker in our Produce Department. We never in the history of our business handled the amount of tub butter you can ship us, and we will sell it at the very highest market prices and send you quick returns.

Eggs are in Good Demand.

If you want full value for your eggs, ship us. We do not offer big prices and then dock you off fully one quarter of your eggs as they are doing at the present time in other cities. Remember we want 500 crates every week.

E. A. Bridge, M'gr. Produce Dep't.

PHELPS, BRACE & CO., Detroit, Mich.

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



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.

Getting the People

Some Good Advertising and Some Not So Good.

In a recent issue I took occasion to criticize somewhat severely the advertisement of J. W. Slater, of Traverse City. Mr. Slater, under date of July 2, says: "I do not blame you for it, for I know it was not business, but I wondered why you did not criticize the enclosed advertisement."

Well, I will. It is the advertisement of the Hannah & Lay Mercantile Co. and the sole reason why I did not include it with my denunciation of Mr. Slater's advertisement was that I did not see it at the time.

The argument under the headings of "Want a Dresser" and "Want an Iron Bed" is weakened by the references to the "other store." Let us look at it from a practical standpoint. Either the readers of this advertisement know who the "other fellow" is, or they don't. If they know who he is, then the Hannah & Lay Co. is spending its money to advertise J. W. Slater—which is bad business policy. If it does not know who he is, then the Hannah & Lay Co. is talking in riddles—which is foreign to the purpose of advertising.

Controversial advertising never pays, anyway. Even if the "other fellow" hits you, don't hit back. If he wants to spend his money advertising you, let him do it—don't be foolish enough to return the compliment.

McCay Bros. have produced a very good advertisement, in which no fault can be found, except that the heading is, too vague. "Bicycles, \$5 to \$75," would have been better, because more definite. The idea of advertising quick repairs is a good one—good enough to have been given an advertisement all to itself.

Why don't bicycle repairers advertise more extensively? The field is practically unlimited and the wide variety of subjects gives the repairman a chance to keep his advertising bright and newsy. In one advertisement, he can take up the question of porous tires; in another, truing up wheels; in another, remodeling old-style wheels; in another, attaching coaster-brakes, and so on. Let him advertise persistently, giving prices, and he will build up a healthy business that will make his competitors hide their diminished heads.

D. L. Brown, the optician, has apparently forgotten that he is not lecturing to a class of oculists, but is talking to the great mass of the people, to whom "malignant growths," "elongations," "ruptures" and "hemorrhages" are mere empty names. If Mr. Brown had said, "If you have short sight, you are in danger of losing your sight entirely. Come to me and I'll tell you free of charge what is wrong with your eyes, and I will prescribe and make glasses that will correct the trouble," he would have had a far more forcible advertisement and one that could have been understood by the least well-informed of his readers.

It does not pay to talk over the heads of your readers. The man who doesn't know a malignant growth from a rutabaga may be one of your most valuable customers, if you can interest him. But to interest him, you must talk to him in plain, understandable English, and not in technicalities.

Hardie, the jeweler and optician, advertises his dollar alarm clock in very attractive shape. His advertisement is brief, to the point, attractive, and in every way creditable.

The chief trouble experienced by the man who tries to write advertisements is knowing how to start and when to stop. Mr. Hardie has apparently acquired this knowledge very thoroughly. Many men would have gone on to talk about watch repairing, or some other irrelevant subject, and spoiled the advertisement entirely.

M. N. Haybarker is after his creditors. If they don't pay up in thirty days or so, he's going after them with a judgment.

You would naturally think that Mr. Haybarker wouldn't want to deal with them again. But no—trouble is no object to him. He says that, after this little difficulty is settled up, he wants them to come and buy again, so that he can once more experience the delirious joy of suing them some more times.

At least, that is what I gather from his advertisement.

I may be wrong in my interpretation of it, but there is nothing in the advertisement to show that I am wrong.

Which goes to prove that a man should be very careful that his advertisements say exactly what he wants them to say.

The Hastings Drug Co., of Sparta, has produced a really good advertisement. Owing to space limitations, I am unable to reproduce it just as it appeared in the paper, but even in its present form, it is a very attractive piece of advertising. More than that, it is well worded—crisp, convincing and forcible.

Contrast with this the advertisement of Paris green, etc., produced by Way's Drug Store. There could be no better demonstration of the advantage of the definite advertisement over the general one. The Hastings advertisement will sell many times as much Paris green and insecticides as the Way advertisement—can't help but do so.

J. L. Wiesman and E. B. Townsend & Co. have filled up a great deal of space with generalities. They sound well enough, but the trouble is, they won't sell a dollar's worth of goods. If a man buys advertising space for the purpose of seeing how much nice-sounding hot air he can spread over it, he must expect nothing more than the satisfaction of seeing his empty phrases in printer's ink. If he buys advertising space for its legitimate purpose—that of selling goods—he must fill it with descriptions and prices.

Glittering generalities never sold goods, nor did anything else in this world except to occupy valuable space—and they never will. W. H. Hamburger.

Mexico is considering the advisability of adopting a standard system of reckoning time. At present Mexico has an official time, computed at the capital and telegraphed to various parts of the republic. That time differs from Greenwich six and one-half hours. It is the time adopted by the railroads and telegraph lines, but in many parts of Mexico, especially in places not in telegraphic communication with the rest of the world, local time prevails.

Telegraph wires are better conductors on Monday than on Saturday, on account of their Sunday rest, and a rest of three weeks adds 10 per cent. to the conductivity of a wire.

HANNAH AND LAY
THE MERCANTILE COMPANY.

IF YOU CAN'T COME TO OUR STORE
we must bring our store to you. We can't do it all here, at one time, but we'll do it today and tomorrow and every day of the store's life. Goods change, values change, but we will never change, from giving you the best value for the least money possible.

Want a Dresser?
Get something that is brand new and one that is advertised in this city to sell for \$12.75, we're selling identically the same thing for \$9.50 and it's a dandy. (Here's an example of prices—an article is marked to sell at \$12.75 and offered at twenty five per cent discount, net price \$9.56. Same thing sold in another store at \$9.50 regular price. See the point?)

Want a Wood Bed?
A car load just received that we will start the sale at \$2.25 for a full sized, well made, nicely finished Bed. Next grade sells at \$2.65. The \$3.75 is a beauty, and sells on sight. Then we have the full bed room suits from \$16.75 up to the finest displayed in the city.

That Table!
In the kitchen can be replaced for \$1.75. A fine Breakfast Table sells for \$3.50. A six foot extensive Dining Room Table starts at \$4.25 with the greatest stock of better priced tables that we have ever shown. Our Library Tables have never been equaled. Sell from \$8.75 to 16.00.

Want an Iron Bed?
Our sales have been phenomenal, another big invoice just unpacked. A full size bed starts at \$3.25. (Here's another example, cheapest iron bed sold "somewhere" marked at \$4.50 and one fourth off brings it to \$3.38. The regular price of the same bed in another store is as quoted above, \$3.25, see?) Our next grade is \$4. Then comes \$4.25, 6.50, 8, 9.25, 10.75, 11.50, 12.75, 16.50 up to the Brass Beds at \$28.00, 32, and 38.

HANNAH AND LAY
THE MERCANTILE COMPANY.

We Ask
\$1.00
For an ALARM CLOCK that runs longer, makes more noise and "keeps better time than any you ever bought before for \$1.50.

Hardie
Jeweler and Optician,
Cor. Eighth St. and Central Ave.

NOTICE.
All indebtedness of 3 months standing or over, if not settled in 30 or 40 days will be put in judgment.
We thank all for former patronage and hope to solicit a like favor in future.
M. N. Haybarker,

- Pure Paris Green, London Purple, Bug Finish, Blue Vitriol, Insect Powder, Hellebore, Etc.

WAY'S DRUG STORE.
Money Refunded if Not Right.

J. L. WIESMAN.
DRY GOODS, CLOTHING, SHOES AND FURNISHINGS.
LOVEDAY BRICK B'L'K, East Jordan.

'Paint Me as I Am'
J. W. Oliver Cromwell, one of England's rulers, to the artist who has would skip the wars on his face.
In a shrewd business man who "paints things as they are."
Pale statements and misrepresented wares always return "home to roost."
A shrewd man never makes a mistake.
Details are covered up with paint.
Experience shows will lose.
And sugar coated pills will kill us.
We have an army of true, stalwart and faithful customers, whose testimony as to our values, representations and treatment of them goes further and lasts longer than anything we can say or write for a newspaper. New faces and new friends visit our store daily. We solicit and master them into the regular army, and rarely, if ever, have a deserter.
We claim to have the largest and best assortment of
Groceries
Shown in Nashville. Examine closely into the merits of this claim and you will find it is true. We keep our stock fresh and clean, and guarantee all our goods in every respect. If you are looking for something nice which will save cooking and hard work this hot weather drop into our store and look around. You'll find something that will suit you.
Fancy China
We carry the largest and finest stock in town of Fancy China and Crockery, and we are making prices on these lines that give our competitors palpitation of the heart.
E. B. Townsend & Co.
Fine Groceries.

DO YOU KNOW IT?
If not, allow us to inform you that we have in stock bicycles ranging in price from \$5 to \$75. Of course, we cannot guarantee these cheap, second-hand wheels, but any one who has been in a bicycle race knows, and also by experience. And just here let us remind you that we do all kinds of repairing, and if by accident you should break any part of your wheel, we can repair it generally within 24 hours, and thereby save the expense and annoyance of having to send it to the factory and waiting for weeks to be returned. We think it would pay you to head the above headline and purchase a wheel from
MCCAY BROS.
SHORT SIGHT
There is no defect of the eye capable of more harmful results than short sight or myopia, often designated "near sight." It causes the eyes to become inflamed, breaks down and eyes, but short sight gives no warning, yet is one of the most dangerous conditions. From childhood it is not perfectly without proper glasses, the eye takes on a slight growth, and gradually becomes elongated, causing rupture and hemorrhage, finally breaking down in its entire structure. Glasses used timely will often prevent serious results.
D. L. BROWN
JEWELER AND OPTICIAN
PARTA, MICH.

COMPOSITION OF MEATS.

Interesting Information as to Cooking and Roasting.

Whether meats are tough or tender depends upon two things: the character of the walls of the muscle tubes and the character of the connective tissue which binds the tubes and muscles together. In young and well-nourished animals the tube walls are thin and delicate, and the connective tissue is small in amount. As the animals grow older or are made to work (and this is particularly true in the case of poorly nourished animals) the walls of the muscle tubes and the connective tissue becomes thick and hard. This is the reason why the flesh of young well-fed animals is tender and easily masticated, while the flesh of old, hard-worked, or poorly fed animals is often so tough that prolonged boiling or roasting seems to have but little effect on it.

After slaughtering, meats undergo marked changes in texture. These changes can be grouped under three classes or stages. In the first stage, when the meat is just slaughtered, the flesh is soft, juicy, and quite tender. In the next stage the flesh stiffens and the meat becomes hard and tough. This condition is known as rigor mortis and continues until the third stage, when the first changes of decomposition set in. In hot climates the meat is commonly eaten in either the first or second stage. In cold climates it is seldom eaten before the second stage, and generally, in order to lessen the toughness, it is allowed to enter the third stage, when it becomes soft and tender, and acquires added flavor. The softening is due in part to the formation of lactic acid, which acts upon the connective tissue. The same effect may be produced, although more rapidly, by macerating the meat with weak vinegar. Meat is sometimes made tender by cutting the flesh into thin slices and pounding it across the cut ends until the fibers are broken.

The toughness or tenderness of meat, as has been stated above, is dependent upon the walls of the muscle tubes and the connective tissue. The flavor, however, depends largely upon the kinds and amounts of "nitrogenous extractives" which the tubes contain. Pork and mutton are deficient in extractives, and what flavor they possess is due largely to the fats contained in them. The flesh of birds and of most game is very rich in extractives, which accounts for its high flavor. In general the flavor of any particular meat is largely modified by the condition of the animal when slaughtered, and by its food, age, breed, etc. We have seen that the flesh of young animals is more tender, but it is also true that it is not so highly flavored as that from more mature animals. In most cases, also, the flesh of males is more highly flavored than that of females. There are two exceptions to this rule. The flesh of the goose is more highly flavored than that of the gander, and in the case of pork there is little difference between the flesh of the male and that of the female. Castration, as illustrated in the familiar example of the capon, makes the flesh more tender, fatter and better flavored. Meat which is allowed to hang and ripen develops added flavors. In the first stages of decomposition compounds quite similar to the nitrogenous extractives are formed, and it is to these that the added flavors are due. Game is sometimes allowed to hang until the decomposition changes have gone so far as to be offensive to one whose taste is not educated to enjoy the flavor of "high" meat.

We must remember that, as in the case of other foods, the value of meats does not depend entirely upon the amount of nutrients which they contain, but to some extent upon the amount of these nutrients which the body can digest and use for its support. Digestion proper consists of the changes which the food undergoes in the digestive tract, when the digestible portion is prepared to be taken up by the blood and lymph. These changes are chemical processes, and we can determine quite

readily by experiment how much of each nutrient will be digested, but this line of research is new and the methods are not yet perfectly matured. Comparatively little attention has been given to the percentages of the different meats which are digested; but the facts so far obtained seem to indicate that flesh of all kinds, either raw or cooked, is quite completely digested by a healthy man. Rubner found that when given in quantities of not more than two pounds per day all but 3 per cent. of the dry matter of roasted beef was digested by a healthy man. From other experiments roasted flesh seems to be rather more completely digested than either raw or boiled meat, but raw meat is more easily digested than cooked (boiled or roasted.)

Uncivilized man differs from civilized man in no more striking way than in the preparation of food. The former takes his nourishment as it is offered by nature; the latter prepares his food before eating, and in ways which are the more perfect the higher his culture. Meat is rarely eaten raw by civilized people. For the most part it is either roasted, stewed, fried, or boiled. Among the chief objects of cooking are the loosening and softening of the tissues, which facilitates digestion by exposing them more fully to the action of the digestive juices. Another important object is to kill parasites, and thus render harmless organisms that might otherwise expose the eater to great risks. Minor, but by no means unimportant, objects are the coagulation of the albumen and blood so as to render the meat more acceptable to the sight, and the development and improvement of the natural flavor, which is often accomplished in part by the addition of condiments. Flavoring materials and an agreeable appearance do not directly increase the thoroughness of digestion, but serve to stimulate the digestive organs to greater activity. As regards the actual amount digested, this stimulation is probably not of so great moment as is commonly supposed. Meat that has been extracted with water so as to be entirely tasteless has been found in actual experiment to be as quickly and completely digested as an equal weight of meat roasted in the usual way. In general, it is probably true that cooking diminishes the ease of digestion of most meats. Cooking certainly can not add to the amount of nutritive material in meat; and it may, as we shall see, remove considerable quantities of the nutrients.

If it is desired to heat the meat enough to kill parasites or bacteria in the inner portions of the cut, the piece must be exposed to the action of heat for a long time. Ordinary methods of cooking are seldom sufficient. In a piece of meat weighing ten pounds the temperature of the interior, after boiling four hours, was only 100 degrees Fahrenheit. The inner temperature of meat when roasting has been observed to vary from 160 to 200 degrees Fahrenheit, according to the size of the piece. In experiments upon the canning of meat it was found that when large and even small cans were kept for some time in a salt water bath at a temperature considerably above the boiling point of water, the interior temperature of the meat rose only to 208 degrees in some cases and 165 degrees in others. Large cans of meat are more liable to have bad spots than smaller cans because the heat in them is not sufficient to destroy the bacteria or other organisms that cause the meat to decompose.

If meat is placed in cold water, part of the organic salts, the soluble albumen, and the extractives or flavoring matters will be dissolved out. At the same time small portions of lactic acid are formed, which act upon the meat and change some of the insoluble matters into materials which may also be dissolved out. The extent of this action and the quantity of materials which actually go into the solution depend upon three things: the amount of surface exposed to the water, the temperature of the water and the length of the time of the exposure. The smaller the pieces, the longer the time, or the hotter the

water, the richer will be the broth and the poorer the meat. If the water is heated gradually, more and more of the soluble materials are dissolved. At a temperature of about 134 degrees Fahrenheit, the soluble albumen will begin to coagulate, and at 160 degrees Fahrenheit the dissolved albumen will rise as a brownish scum to the top and the liquid will become clear. Upon heating still higher, the connective tissues begin to be changed into gelatine and are partly dissolved out, while the insoluble albuminoids are coagulated. The longer the action of the hot water continues, the tougher and more tasteless the meat becomes, but the better the broth. Treated in this way flesh may lose over 40 per cent. in weight. This loss is principally water, but from 5 to 8 per cent. may be made up of the soluble albumen, gelatin, mineral matters, organic acids, muscle, sugar, and flavoring materials. Part of the melted fat also goes into the broth.

It would be a great mistake to assume

that the nearly tasteless mass of fibers which is left undissolved by the water has no nutritive value. This tasteless material has been found to be as easily and completely digested as the same weight of ordinary roast. It contains nearly all the protein of the meat, and, if it is properly combined with vegetables, salt and flavoring materials, makes an agreeable as well as nutritive food. If a piece of meat is plunged into boiling water or very hot fat, the albumen on the entire surface of the meat is quickly coagulated, and the enveloping crust thus formed resists the dissolving action of water and prevents the escape of the juices and flavoring matters. Thus cooked, the meat retains most of its flavoring matters and has the desired meaty taste. The resulting broth is correspondingly poor.

Real grief is deep and quiet; but there is no reason why a sufferer should suffer in silence when howling will do him good.

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.

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.

Crockery

Brief History of Crockery and Chinaware.
Written for the Tradesman.

The art of making vessels for holding and carrying liquids can be traced back to the Egyptians, more than 500 years before the Christian Era; in fact, the Egyptians so lost their first knowledge of this art that when afterward regained it was common for them to ascribe it to Divine assistance. In Egypt the Hebrews, being in bondage, were kept at making brick, and in their escape from this bondage unquestionably carried with them the full knowledge of this art and its allied manufacture, pottery. Pottery is far the oldest and most primitive earthenware known, its invention being ascribed by the Chinese to their Emperor, Ho-ang-Ti, in 2700 B. C., although it is said that the truth of this is questionable. It is more probable that it followed the art of brick-making from clay by the use of fire. Nearly all clay contains more or less mineral substances, particularly the lately-discovered aluminum. Clay also contains in smaller quantities silic, magnesia, lime and metallic oxides. The famed porcelain of China is the finest earthenware known. It is composed of two substances, feldspar, which is fusible, and kaolin, which is not. Thus porcelain, or chinaware, is only a semi-transparent substance, a substance between earth and glass, yet, unlike glass, is less affected by extreme heat. With the overthrow of the Roman Empire the art of making decorative pottery disappeared from Europe. It was first brought back into Spain by the Arabs when they obtained a foothold there in the Eighth Century. From Spain it spread into Italy and in the following two centuries reached a high development. In 1709 genuine white porcelain was invented. This was the origin of the famous Dresden china, still so highly valued. One hundred eighty years ago the works were established at Dresden, Germany, and are to-day in operation.

Within the last century the manufacture of pottery—the most primitive kind of earthenware, commonly known as stoneware—of almost all kinds has become an important industry in the United States and Canada, in the general character of material, design and style these two countries being far in advance of the ancient workers in clay, and this species of ware is now in such general demand that it forms a portion of the stock of all grocers. This kind of stoneware is mainly jugs and milk crocks of all sizes, cuspidors, churns, etc., all of modern design and covered with the improved glazing. Kaolin, a variety of decomposed clay, was many years ago found in Pennsylvania and from this discovery the first manufactory of American queensware was commenced and by successive steps of improvement we are to-day in all respects—gilding, coloring, decorating—fully equaling that made elsewhere. In the manufacture of stoneware—in fact, any article made from clay for its base and covered with vitreous glazing—in the quality of material, beauty of design and finish the United States leads the world. (Vitreous glazing: "To cover with a hot liquid vitreous substance, the base of which is lead in combination with silic, pearlash and common salt. It is impervious to nearly all liquids.")

Those of us who have not yet reached the psalmist's term of life can

remember the time when almost any earthenware plate, more particularly china, was a curiosity if not a luxury. In the kitchens and diningrooms of New England eighty or eighty-five years ago, the ladies were proud of their store of pewter, and the well-polished plates and platters occupied the shelves which are to-day filled with granite or china-ware. We have in mind a small lad who, sixty years ago, heard his mother longingly wish she could afford some china plates to ornament her shelves, in the new framed house, and occasionally her table "when company came." On the following Christmas day he presented her with a full teaset of the finest of that imported ware, consisting of thirty-nine pieces, viz., one dozen teacups and saucers, one dozen plates, one sugar bowl, one cream cup and one butter dish, the wholesale price of which was \$11, and his employer would not accept a penny more from him, as the boy's entire wages for that year in the store was only \$40 over and above his board and lodging.

Josiah Wedgwood, who was born in England in 1773, did more to cheapen earthenware and porcelain than any other individual of that century. His best ware is to-day known as wedgwood, or wedgware. He gave his ware a secret, semi-vitrified glazing, yet capable of receiving all colors by means of ochers and metallic oxides. Fine imitations of Etruscan vases have been executed in this ware, which only a connoisseur could detect. When only a young lad, the writer remembers distinctly a visit to a "pottery," which was only a small building beside the highway, where one John Harvey made jugs, crocks and pans, of all sizes, from a fine white clay, and sold them to the farmers and others for miles around. The proprietor, who worked entirely alone, if not in secret, presented me with a model toy jug that may have weighed four ounces, the only one I ever remember seeing. This potter purchased the sheet lead lining of the teachests, which he used in a crude manner to partially glaze his wares. I recall in many instances finding the jugs in which I carried water to the laborers very imperfectly covered with his "varnish," as he called it. Some of them were so porous in consequence that I recollect calling attention to the fact that "the water jugs were sweating as well as the laborers."

Frank A. Howig.

In Blessed Singleness.

Capitalist (engaging coachman)—Are you married?

Coachman—No, sir. These 'ere scratches came from a cat.

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.

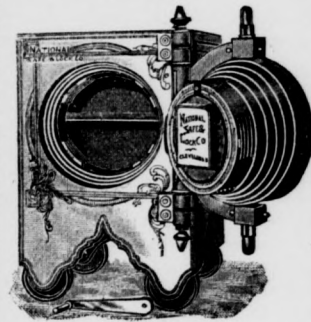
BALLOO BASKET WORKS, Belding, Mich.

Crockery and Glassware

AKRON STONEWARE.

Butters	
½ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each.	55
10 gal. each.	66
12 gal. each.	66
15 gal. meat-tubs, each.	1 05
22 gal. meat-tubs, each.	1 40
25 gal. meat-tubs, each.	2 00
30 gal. meat-tubs, each.	2 40
Churns	
2 to 6 gal., per gal.	5½
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each.	5
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	5½
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
½ gal., per doz.	55
¾ gal., per doz.	45
1 to 5 gal., per gal.	6½
Tomato Jugs	
½ gal., per doz.	55
1 gal., each.	6½
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
½ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints.	5 50
Quarts.	5 75
Half Gallons.	8 25
Covers.	2 75
Rubbers.	25
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25
Common	
No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 2 Hinge, wrapped and labeled.	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tiltng cans.	7 25
5 gal. galv. iron Nacefas.	9 00
Pump Cans	
5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50
LANTERNS	
No. 0 Tubular, side lift.	5 25
No. 1 B Tubular.	7 50
No. 13 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	14 00
No. 3 Street lamp, each.	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

The National Safe & Lock Co.



Cannon Breech Screw Door Bank Safe, with anti-concussion dead lock device.
Can Not be opened by the jarring process.
Absolute Proof against the introduction of Liquid or Dry explosives.
Locking Action the quickest of any safe.
Door and Jam perfect circular form, ground metal to metal finish and hermetically sealed fit.
Not a Single Case on Record where one of these safes has ever been burglarized.
More than twenty-five banks in Cleveland, Ohio, using these safes, and hundreds of other banks from Maine to California testify to the absolute perfection of the mechanism and security.
Estimates furnished on all kinds of safe and vault work.

Office and Salesroom,
129 Jefferson Ave.,
Detroit, Mich.
W. M. HULL, Manager.

Foolish People

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

Try Our



5 cent Cigar

Finer than silk.

The Bradley Cigar Co.,

Mrs of the

Hand "W. H. B." made

Improved 10 center.

Greenville, Mich.

GOOD MANNERS.

To What Extent They Assist in Achieving Success.

If it was generally realized how much is due to good manners behind the counter, every business college in the land would have a department in which would be taught the cultivation of a fine address.

The old dancing school was considered a namby-pamby sort of an institution, but many a business man of the present generation owes his success, or a good deal of it, to the grace and the ability to bow decently which he acquired there.

There are two classes of business men. One class has real native business ability, but a poor manner—a manner they have never thought it necessary to cultivate. The other class has no ability, but an ingratiating manner.

The good business men, with fine manners, are too few to count as a class.

The able man with an uncultivated manner may do a good business, but he would do a plagued sight more if he took a little more care of his manners.

The deficient man with a fine manner gets hold of a lot of chances that he isn't able to size up to after he gets them.

Of the two, I would rather be the first, for you can acquire a persuasive, attractive manner, while you can't acquire an ability where you have it not.

The other day I was in a large retail grocery store when an old fellow came in. He called himself "Professor" something or other, I believe, and he claimed to have invented a patent flour that performed miracles with human stomachs. He was an Englishman of the most offensive type—self-sufficient, egotistical, contemptuous, intrusive.

If that old man's flour was half as bad as his manners, I don't think I'd care to have it in my house.

The old fellow hadn't been in the place half an hour before he had gotten everybody on edge. Every man he had talked with fairly longed to slap his face! He went up to the general manager of the store, who didn't know him from Adam and didn't care to, and deliberately pinched his cheek severely.

"You aren't eating my flour!" he said, offensively; "you wouldn't be so skinny if you were."

He told another man who doubted some of the foolish statements he made that he hadn't mind enough to understand them, and he rubbed everybody who had anything at all to do with him the wrong way. He criticised everybody's appearance, charitably pointed out their physical deficiencies, pushed himself into private conversations, where he invariably introduced the subject of his flour and made himself generally obnoxious.

Now, for all I know, that old Professor's flour may be the greatest thing in the world. It may be a veritable powder of eternal life, but what a terrible black eye the inventor himself is giving it! I have no doubt that every one of the men that the old Englishman insulted in that store would have cheerfully gone down to death rather than eat his flour, even if it would have saved their lives.

Some of these days this old fellow will run up against some grocer who will simply tan his old hide for him. Some day he will pinch one cheek too many.

The old man whom I have used as an illustration is very likely perfectly innocent in his ill-breeding. There never was a boor who didn't think himself a gentleman. Probably he has even won-

dered why some grocers didn't put in his flour, never once dreaming that it was his own atrociously ill-bred manner of approach.

The only way to make him see it is for somebody to tell him, and if I can get his name and address I am going to send him a marked copy of this article.

He may not like to see himself as others see him, but it will do him good, all the same.

I assume that the Englishman has some ability, for I am told that his flour sells to some extent. It requires ability to make it sell at all.

I know another man who is a fair representation of a type which is the exact opposite of the one the Englishman represents. He is a perfect gentleman. His manners are suave, courteous, friendly. His very face is an open sesame to your attention, for it is honest and kind. You feel that no man could designedly go wrong with a face like that.

Yet this man is almost totally without business ability. He has gotten many and many a position on his manners and address, only to find himself quite unable to fill it. And in a good many cases he has stayed on and on, giving very poor satisfaction all the time, simply because he was such a gentleman.

Many a business man would rather have a gentle-mannered failure about him than a bad-mannered success.

This is a good illustration of what good manners can do. Here is a man who has practically nothing else; he has held positions all his life with very little more than this asset. If a man can make a living out of his gentility alone, how important is it to have good manners that they may increase the living made by a man otherwise able.

To end this little talk, I am going to switch off a little to tell a story which, while it illustrates none of the points I have just brought out, still emphasizes the importance of a business man's manner in another way.

When I was a boy, I acted for a while as an advanced sort of errand boy for a wholesale house. One day I was sent out to collect a bill from a large retailer. The cashier of the latter was a reserved, silent, stern man who seldom smiled and never joked.

I presented the bill. The cashier

looked at it a moment and then solemnly shook his head.

"Can't pay this," he observed, gravely, "we've stopped paying bills." Then somebody else engaged his attention for a moment, and he turned away.

I was enough of a business man to know that what the cashier had said meant an assignment, so I went post haste back to my store and said the concern had failed—the cashier, I said, had told me they had stopped payment! Incidentally, I told one or two people in the same line of business that I met on the street on my way back.

In an hour the whole town knew it. As soon as the retail house heard of the report, they denied it most peremptorily and at once started an investigation to see who had started it. All roads led to your uncle and pretty speedily I was called up before "the old man."

"What did you mean by circulating the report that So-and-So had failed?" he demanded, with blood in his eye.

"The cashier told me so himself!" I protested.

"Oh, pshaw!" said the head of the retail firm, who was present, "the cashier says he was simply joking with the young man. He says he said in a joke, 'We've stopped paying bills,' or something of that sort."

That sort of riled me.

"I never knew that cashier to joke before!" I said, "and he didn't act as if he was doing it then either!"

The cashier had simply become an entirely different man for a moment and had expected me to understand that he had changed. He had tried to change his manner and, in consequence, the firm's credit nearly went to smash.

The moral is that when you get a settled manner, if it isn't too bad, you'd better keep it, or something may drop.

My job didn't drop, but it came mighty near it.—Stroller in Grocery World.

A Pennsylvania man has patented a jug that allows its contents to flow out quietly, without any sound of gurgling. The handle is hollow, and so, it may be remarked, is the idea. It has been suggested that somebody will be tying next to patent noiseless breezes and put rubber tires on the chariot of the winds.

Life is worth living when you know how to live and live as well as you know how.

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.

Paris Green Labels

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

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

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

Tradesman Company,

Grand Rapids, Mich.

They all say

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

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

Commercial Travelers

Michigan Knights of the Grip
 President, E. J. SCHREIBER, Bay City; Secretary, A. W. SPITT, 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.

Schemes to Get Trade Which are Wholly Wrong.

From the Terre Haute Gazette.

As a rule traveling men are as free from unfairness and underhand methods of obtaining business as any other class of business people. But as all rules have their exceptions so there are traveling salesmen who resort to methods that are despicable, and which harm both themselves and those of their customers who are doing an open, honest, legitimate business, and adhering to the golden rule of doing to others as you would wish them to do to you.

These black sheep of the commercial flock, instead of presenting their wares and selling them on their merits, backed by what personal influence they possess, cut prices, give rebates, make promises their houses will not fulfill, and thus get what they could not do if they relied on a legitimate presentation of their goods. A house will get a line of goods, and sign a contract to sell them at a certain price, never above a fair profit. Their traveling representative, not being able to persuade customers to buy from him at the contract price, rebates the customer. The rebate must come out of his salary or his expense account. If the former he saves no money, and if the expense is swelled out of just proportion to his sales, his house must either reduce his salary or discharge him.

There is a certain amount of profit that every man must make for his house, and if he doesn't make it he is not wanted the next year. Some salesmen make large salaries and get credit for being very valuable men, who get this false reputation by buying the trade. They make a great deal of money but don't keep it. They dig a pit and then fall into it. They don't benefit themselves, and they keep some honest, conscientious worker from getting business to which he is entitled and would get in a fair, square competition. Often this cutting and rebating is done by men starting on the road. They feel that they are on trial and must make a showing at whatever cost. But once begun it is hard for them to stop. A customer who has once had concessions made to him is in a position to demand what was once given him. A drummer who once gets a reputation for cutting has hard work to keep employed. Houses who need men are suspicious of him. He has made a reputation, but not the kind wanted in the commercial world.

It is often hard to build up a trade by fair, open methods, but once built up you have a structure that will stand. Build it up by cutting and rebating and you are liable to have the structure collapse and bury you in its ruins. The man who can win only by unfair means is in the wrong pew, and the sooner he gets out the better it will be for him and the thousands of traveling salesmen who do an honest, fair, clean business.

Death of Mrs. Fred J. Ephlin.

Fred. J. Ephlin, Western Michigan representative for Lantz Bros. & Co., has the sympathy of a wide circle of friends in the death of his wife, who passed away at La Porte, Ind., July 6, and was buried July 8. The local newspaper of July 7 published the following

beautiful tribute to the memory of the deceased:

Calmly, sweetly she sleeps. Life's fetters are broken and the dews of death rest upon the brow of her who has given the sweetness of a lovable character and the nobleness of a well-rounded life as a solace to a bereaved husband and sorrowing friends. Although death has entered a home and garnered a life, memory does not die. It abides and sweet are its treasures of recollection and enduring are the flowers of remembrance which blossom in its dust. Death has its sting, but the grave has not its victory. Drawing aside the veil which hides mortal vision, there appears the dawn of the eternal morn, into the glories of which Blanche Holton Ephlin passed shortly after 6 o'clock last evening. The end, although not unexpected, brought its message of sadness to those who had watched about her bedside, ever hopeful that the spark of life could be kindled anew and that she would be spared to give the sweet incense of her life to her home; spared that her little girl born to bless the union might have the enduring love of a mother; spared that the husband might live in the love of life's companionship. A victim of consumption, the ravages of the disease which claimed her could not be stayed and when the summons came she answered its call, and as one passing into restful slumber she entered upon the sleep of death, and she sleeps well.

Mrs. Blanche Holton Ephlin was born Dec. 17, 1871, at Keokuk, Iowa. Her wedding day was March 8, 1893, and the ceremony which united her to Fred J. Ephlin was performed at Jackson, Mich., at the home of Mr. and Mrs. Geo. H. Holton. The couple lived six years in Grand Rapids and it was during their residence there that the little daughter, Phyllis Loraine, was born, the child who gave the sweetness of childish innocence to brighten the home that was ever happy.

Mrs. Ephlin's waning health brought about a trip to Colorado, but the change of climate failed to restore the bloom of health and her decline continued. Mrs. Ephlin returned here early in May and medical skill was employed in an attempt to stay the ravages of the disease, every remedy known to medical science being used. The sleep of death could not be averted. Last evening witnessed the farewell, the good nights before the dawn. She bade her husband, child, sister and other relatives and friends good bye and her life had its close.

The funeral, which will be private, will be held at the residence of her sister, Mrs. Chas. Badger, to-morrow afternoon at 4 o'clock. Rev. E. L. Roland, pastor of St. Paul's Episcopal church, of which Mrs. Ephlin was a communicant, will officiate.

Hen Fish Made in Germany.

From the London Globe.

According to the science column of a German weekly paper the hens of China lead busy lives. When not engaged in hatching out a brood of their own kind they are put to the additional and novel task of hatching fish eggs. Chinese cheap labor collects the spawn of fish from the water's edge, puts it in an empty egg-shell, which is then hermetically sealed with wax and placed under the unsuspecting and conscientious hen. In a few days the egg-shell is removed, and the spawn, which has been warmed into life, is emptied into a shallow pool. Here the fish that soon develop are nursed until strong enough to be turned into a lake or stream.

M. J. Rogan, Michigan representative for Moore, Smith & Co., of Boston, sailed July 7 for Ireland and will be absent three months traveling through Ireland, Scotland and England. It is twelve years since Mr. Rogan left the 'ould sod' and he anticipates a very pleasant trip.

L. W. Codman (Musselman Grocer Co.) is confined to his room for a week by an attack of inflammatory rheumatism.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

When I encounter, at a store where I am calling, another agent, be he a competitor or not, I take my departure, remarking that I do not want to disturb or intrude, but will call again at a more convenient time. If not asked to stay, I leave the store directly. I have two reasons for this, both obvious enough: In the presence of another commercial traveler, although he might not sell similar articles to those offered by me, I can not express myself with the freedom desirable under the circumstances; and politeness demands that I retire in order to prevent similar embarrassment to another person.

If it is the wish of the commercial traveler to ascertain from another agent with what kinds of goods he travels, it is not the right plan to be in haste to find it out, but rather to assume a certain indifference with regard to the matter. This is a surer way of gaining the desired end. It often happens that that which we are not careful to know is told us without reserve. Moreover, it is injudicious at hotels or in other places to ask questions as to the route taken by another commercial traveler. The reasons are manifest: To the proprietor of a hotel either of the guests is as good as the other and there is no reason why he should favor one more than the other; and there is the danger of being misinformed, for a smart salesman will certainly not give himself and his secrets away. Not unfrequently he will report the contrary of what he intends to do. Should the injudicious enquiries I have condemned prove successful, even then the information gained never amounts to anything.

In no case must it be permitted that an encounter with one or several agents in the same town put us out of countenance. As previously stated, the effect of such coincidences upon business is less disastrous than it might at first threaten to be, as seen by an inexperienced young drummer. The feverish haste with which two salesmen who accidentally meet at the same place bestir themselves to finish their business transactions, in order the one to have the better of the other, sometimes causes twice as much detriment as if each quietly attended to his affairs without letting himself be disturbed. Are the competitors good friends, then it might be advisable for them to come to the understanding that each begin his call on the opposite side of the principal business street. In this way each of them has the first call in half of the stores and another chance at the rest of them. An arrangement of this kind might be followed by good results to both.

It is wise in opening a conversation only to mention the nature of the goods offered, in a general way, not going into details. Especially is this true in addressing persons with whose way of dealing we are still unfamiliar. He whose intentions are unfair will anxiously gather up every word that escapes our lips, and will refer to them when the proper time shall arrive, either to claim reductions or, as a convenient excuse, to return goods.

It is most assuredly wrong to increase an order without authority, and will often result in the goods being returned, thus causing our house much expense and trouble. Therefore, "to stuff" orders is a very pernicious practice, and I am convinced that no respectable

firm would consent to its being done. If the house we travel for has authorized us to make a settlement about the goods held subject to our order, we should in the first place endeavor to persuade the customer to keep the articles, bringing all our powers of persuasion into play, also offering to reduce the prices, it being by all means better to grant a small reduction than to shoulder the heavy expense which a return of the goods would involve.

Should the man nevertheless refuse to keep the goods, we ought to try to dispose of them, if possible, to some other party in the same place. It is wiser to do this, even thereby incurring losses, than to receive them back. All returned goods have a second-hand look, and should not be re-entered into our ware rooms. They suffer depreciation in themselves, as well as being the subjects of heavy freight charges.

Demands which are based upon unjustifiable complaints may be regarded as sharp practice. In such cases the commercial traveler, if he does not want that others get the best of him, must show with firmness and dignity that he has a mind of his own.

The motives for unwarrantable claims by unprincipled people, by which they would induce us to take back the articles sold them, are manifold. Their action might be taken for the purpose of appropriating illegal profits, or to protect themselves against losses at the cost of the sender. As a rule such proceedings are in operation when, shortly before or immediately after buyers have received the goods, there is an unexpected fall in the prices of certain merchandise, or when certain styles happen to go out of fashion soon after the receipt of goods. A person to whom the sale was made will now, on the most trivial pretexts, try to get the things off his hands, or by claiming deductions of all kinds, will endeavor to throw the burden of loss on our shoulders. Quietly but firmly we must make him understand that upon no consideration can we consent to take back the goods, as in every respect they fulfilled the conditions of the sale and all that had been promised about them; that they had no defect whatever, to which a number of most trustworthy merchants could testify; or giving reasons similar to these. I have no doubt that such persuasions will hit the mark and crown our efforts with success.

It is hard to live without or within a small income.

A Profitable Side Line which Can Be Carried in the Vest Pocket.



Sells instantly and gives universal satisfaction because it is the greatest fish catching bait ever sold. For particulars Address.

WILLIAM SHAKESPEARE, Jr.,
 Kalamazoo, Mich.

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.

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

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.

Summarized Report of the State Board of Pharmacy.

Ann Arbor, July 19—The following is a summarized report of the work of the State Board of Pharmacy for the year ending June 30:

Total number of registered pharmacists in the year 1900, 3,100—a gain of one, according to the report of 1899.

Total number of registered assistants for 1900, 358—a gain of thirty-four, according to the report of 1899.

Eighty-two registered pharmacists failed to renew their certificates in 1900.

Fifty-six registered assistants failed to renew their certificates in 1900.

Six meetings of the Board were held during the year, as follows:

Houghton—Aug. 29 and 30, 1899.
Lansing—Mar. 6 and 7, 1899.
Detroit—Jan. 9 and 10, 1900.
Grand Rapids—Mar. 6 and 7, 1900.
Lansing—May 22, 1900.
Star Island—June 25 and 26, 1900.

During the year there were 247 applicants examined for registered pharmacists' papers, seventy-six of whom received registered pharmacists' certificates.

Seventy-nine applicants appeared for assistant papers, forty-four of whom received certificates.

Forty-seven complaints of violation of the pharmacy law were recorded during the year. Thirty-nine of the complaints were placed in the hands of the attorney. Six of the complaints were ordered dropped by the Board for lack of evidence. One of the persons complained of went out of business. One complaint remains in the hands of the Secretary for investigation. Sixteen of the complaints placed in the hands of the attorney were convicted. Following is a list of the persons convicted of violation:

W. Elliott, Powers, fined \$10 and \$1.25 costs.
J. Dittmore, Menominee, fined \$10 and \$3.00 costs.
A. B. Olson, Menominee, fined \$10 and \$3.00 costs.
E. E. Lessiter, Grattan, fined \$10 and \$2.55 costs.
F. C. Rhodes, Milford, fined \$10.
F. C. Abbott, Middleville, fined \$10 and \$2.50 costs.
F. Lisenski, Detroit, fined \$25.
G. P. Honeywell, Akron, fined \$100 and \$8 costs.
J. Grimaldi, Detroit, fined \$10.
C. McCarger, Mulliken, fined \$10 and \$3 costs.
T. Lozier, Ransom, fined \$10 and \$1 costs.
F. Hackett, Cambria, fined \$10 and \$1.50 costs.
I. Black, Camden, fined \$10 and \$2.75 costs.
T. J. Miller, Kalamazoo, fined \$10 and \$7.25 costs.
G. M. Jorden, Reese, fined \$10 and \$3.85 costs.
J. Lyman, Mt. Morris, fined \$10 and \$2.50 costs.
A. C. Schumacher, Sec'y.

Sensible Suggestions Relative to Drug Store Signs.

The average drug store is usually pleasing and attractive to the eye. It is also scrupulously clean, which is in itself a mighty good advertisement. Window displays of a novel character are frequently indulged in, and prove good drawing attractions. These are all right to draw people into the store, but

there should be something to interest them when they get there. A clever clerk can work wonders inside a drug store. If he has the advertising instinct he can easily make the place continuously attractive to the patrons. A few cards placed advantageously around the store, and bearing suitable and pertinent paragraphs pertaining to the various items in stock, will be well calculated to push sales. I think there are many articles kept in drug stores that the casual visitor never thinks of until they are forcibly brought to his or her notice. As a suggestion for such cards, the following series of hints are presented:

Rough, red skins are the result of using common soaps. Nobody wants a rough, red skin. Lemon Soap makes the skin smooth and white. It's here at 10c.

Prescriptions are filled here quickly, carefully and economically. No waiting, no danger of error, no extravagant prices.

Drugs, like other things, can spoil by age. We make a point of frequently replenishing stock so as to have it always fresh.

Politeness costs nothing. If our clerks are not sufficiently courteous, please leave word at the desk.

Perhaps you were not thinking of it, but we have a new and attractive line of toilet-table articles. Their prices are not the least attractive point about them.

The better class of patent medicines we handle, the known frauds and "fakes" are banished from our store.

If you only want to buy a stamp or consult the directory, you are welcome. Some day you may be a good customer. In some cases we can save you the doctor's fee by recommending a good and sure remedy for your complaint. Tell us your trouble.

Half the enjoyment of a bath depends on the sponge and flesh-brush. While here, see what we have to offer in these lines.

Yes, sir; this is a drug store, but we keep as good a cigar as you will find at the regular cigar stores. Try one to corroborate this.

We are satisfied with a small margin of profit, but we want a large circle of customers. If we give you satisfaction, please tell your friends.

Drugs differ, like individuals. We sell the best simply because we buy the best. No second qualities for us, thank you!

You'll feel all the better for trying a glass of our sparkling and invigorating soda, flavored with the purest juices.

If you don't get the worth of your money here on every purchase it must be a mistake. Better tell us about it so that we can rectify the error.—John C. Graham in Printers' Ink.

How to Make Cucumber Juice.

The following has been suggested: Take cucumbers in the green state, wash them thoroughly, then slice them with the skin on into small fragments, place in an earthen or porcelain dish, pour upon them hot water to cover and let simmer for half an hour or more, being careful that the heat is not too high or the water too low so as to scorch. Then strain through a colander or muslin, and add to every pint of the juice four fluid ounces of alcohol. Let stand over night and filter. The juice can also be preserved some length of time without the addition of the alcohol by the addition of thirty grains of salicylic acid dissolved in half an ounce of alcohol, or sixty grains of boric acid and sixty grains of borax dissolved in a pint of the juice, or the addition of one drachm of solution of formaldehyde to one pint of the juice. Wm. Mixton.

As Dead as He Will Be.

"Marry you!" cried the widow, "and dear John only dead a month?"
"Ob, well," replied the eager suitor, "he won't be any deader in ten years."

Programme For the Eighteenth Annual Meeting.

Detroit, July 10—The following programme has been arranged for the eighteenth annual convention of the Michigan State Pharmaceutical Association, which will be held at Grand Rapids August 14 and 15:

Tuesday Afternoon.

Invocation.
Address of welcome.
Response.
President's address.
Secretary's report.
Treasurer's report.
Secretary Board of Pharmacy's report.
Report of Membership Committee.
Reports of delegates.

Tuesday Evening.

Report of Executive Committee.
Report of Trade Interests Committee.
Report of Legislation Committee.
General business.
Following the business meeting there will be a smoker at the Military club.

Wednesday Forenoon.

Report of Pharmacy and Queries Committee.
Report of Adulteration Committee.
Election of officers.
Selecting place of next meeting.
Wednesday Afternoon.

Trolley ride, starting from club rooms, to points of interest and then to Reed's Lake (Grand Rapids' famous pleasure resort), where the members will spend the afternoon at their own pleasure. Lunch will be served at the Lake.

Following lunch the fourth and last session will be held at the Lake.

Unfinished business.
Installation of officers.

Wednesday Evening.

At the Lake, the Hazeltine & Perkins Drug Co. will tender a banquet in conclusion of the meeting.

Headquarters—Morton House.
Meetings will be held in the parlors of the Military club. Arrangements have been made to issue cards to our members, giving all the privileges of the club.

A circular letter has been sent to every retail drug store in the State, with blank application attached. Please interest yourself in seeing that the druggists in your town have filled and forwarded these blanks.

Papers—Members are requested to write papers on topics of general interest.

The Detroit druggists are trying to arrange for special rates and possibly a special car, leaving early on the morning of August 14. Any of our members going by way of Detroit are invited to join this party. Particulars will be furnished by the Secretary upon application. Chas. F. Mann, Sec'y.

The Drug Market.

Opium—Is weak and declining a fraction each week.

Morphine—Is unchanged.

Quinine—Is a little less firm. The bark auction in Amsterdam on Thursday may change the price.

Carbolic Acid—Is very firm, although being sold at about importers' price.

Salicylic Acid—Has declined 7c per lb.

Salicylate Soda—Has declined.

Cuttle Fish Bone—Has been advanced, on account of an advancing primary market.

Glycerine—C. P. is very firm, but no change is expected for the next 90 days. Crude is in a very strong position and high prices will rule next season.

Menthol—The market is steadily advancing.

Nitrate Silver—Has been advanced 1c per ounce, on account of higher price for bullion.

Salicin—Is in better supply and the price has declined. The reduction is on account of new stocks, which will come in in August.

Salol—Has declined 50c per lb.

Cubeb Berries—Are still advancing in price.

Prickly Ash Berries—Are very scarce and high in price.

Essential Oils—Anise and Cassia still advance, on account of the trouble in China.

Oil Cubeb—Is also advancing, in sympathy with the berries.

Celery Seed—Has advanced, on account of the poor crop prospects.

Hemp Seed—Is lower.

China Cassia—Is higher.

Linseed Oil—Is steady at unchanged price.

Turpentine—Has declined.

Cigars Are Not Drugs.

The full bench of the Massachusetts Supreme Court recently overruled the defendant's exceptions in the case of the commonwealth vs. Isaac H. Goldsmith, who was convicted of a violation of the statute for doing business on the Lord's Day, by selling two cigars and an ounce of tobacco to a policeman. The defendant offered to show that he kept a drug store and that he said when selling these smokables, "I will sell them to you as drugs," and offered to show by experts that tobacco and cigars are drugs. The court, in overruling his exceptions, says:

There is no doubt that selling cigars and tobacco is doing business within the prohibition of the statute, unless it is protected by the words, "but nothing in this statute shall be held to prohibit the retail sale of drugs and medicines."

In commonwealth vs. Marzynski 149, Mass., '72, it was held that cigars are not drugs within the meaning of this provision of the statute. Like many other things, they may be medicinal; like many other things which are articles of commerce and are prepared for other than medicinal use, they contain an ingredient or element that in a broad sense may be called a drug; but as ordinarily prepared and sold they are not themselves drugs.

It may be that with or without a prescription from a physician one may lawfully purchase tobacco or cigars as medicine at a drug store on the Lord's Day. A sale made in good faith upon an application for tobacco to be used as a medicine may be within the above quoted language of the statute. In the present case there was no offer to show such sale, but only that the defendant sold the articles as drugs. The evidence offered and excluded had no tendency to show the sale was within the protection of the statute.

Doses for Children.

Dr. Pedersen calculates the dose for a child from that prescribed for an adult by dividing the latter by 20 and multiplying the result by the number of years the child is old. These figures are well in accord with the customary doses of toxic substances for children.

GAS AND GASOLINE MANTLES

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

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

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Cubeb Berries, Oil Anise, Oil Cassia, Oil Cubebs, Nitrate Silver, Cattle Bone. Declined—Salicylic Acid, Calciclyate Soda, Salacin, Turpentine.

Table listing various drugs and their prices. Includes categories like Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Sponges, Syrupus, and others. Each entry lists the drug name, quantity, and price.

Table listing various drugs and their prices. Includes categories like Menthol, Selditz Mixture, Linseed, Neatsfoot, and others. Each entry lists the drug name, quantity, and price.

Table listing various oils and their prices. Includes Whale, extra, Lard, No. 1, and others. Each entry lists the oil name, quantity, and price.

Advertisement for W. B. Dudley, Representing Us. Will see you soon with the best line of Writing Paper Tablets, Pencil Paper Tablets and Exercise Books for fall school trade shown in the State this season. Also a beautiful variety and new styles of Dainty Box Papers. All the newest shapes of Ladies' Wallets, Finger Purses, etc. Our customers state that we have the finest and best arranged line of DRUGGIST SUNDRIES in Michigan, and he will have the complete line of these goods with him when he calls. Wait for him. Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED Sugar Lemons Candy Package Coffee Family Whitefish Amboyna Cloves Picnic Lobsters

DECLINED Flour

Table with columns for ALABASTINE, AXLE GREASE, AMMONIA, BAKING POWDER, EL PURITY, HOME, QUEEN FLAKE, ROYAL, BATH BRICK, BLENDING, CONDENSED PEARL BLUING, BROOMS, CANDLES, CANNED GOODS, Apples, Blackberries, standards.

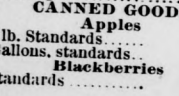
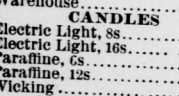
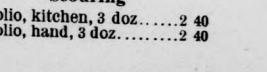
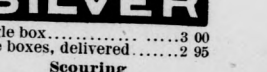
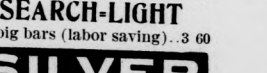
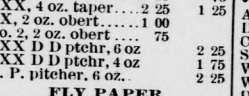
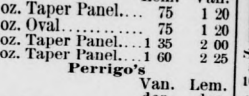
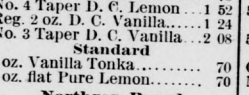
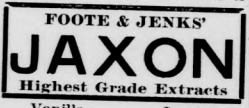
Table with columns for Beans, Blueberries, Clams, Cherries, Corn, Gooseberries, Hominy, Lobster, Mustard, Mushrooms, Oysters, Peaches, Pears, Raspberries, Salmon, Shrimps, Sardines, Mustard, Succotash, Tomatoes, Catsup, CHEESE, CHOCOLATE.

Table with columns for CHICORY, COCOA, CIGARS, COUPON BOOKS, CREAM TARTAR, DRIED FRUITS, California Prunes, Raisins, Currants, Peels, Beans, Cereals, Farina, Malted Barley, Grits, Walsh-DeRoo Co's Brand.

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

Table with columns for Farina, Hominy, Pearl Barley, Grits, Walsh-DeRoo Co's Brand.

Table with columns for MATCHES, MOLASSES, MUSTARD, PAPER BAGS, PICKLES, POTASH, RICE, SOAP, SALTS, SUGAR, SYRUP, TEA, VANILLA, WINE, YEAST.



SALT FISH

Table listing various salt fish items including Cod, Herring, Mackerel, Trout, and Whitefish with prices.

SEEDS

Table listing various seeds such as Anise, Canary, Caraway, Cardamom, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, and Cuttle Bone.

SNUFF

Table listing snuff items including Scotch, in bladders, Maccaboy, in jars, and French Rappee, in jars.

SODA

Table listing soda items including Boxes, English, and Kegs.

SPICES

Table listing various whole spices and pure ground spices with prices.

STARCH

Table listing various starch products including Kingsford's Corn, Kingsford's Silver Gloss, Common Corn, Common Gloss, and Stove Polish.

ENAMELINE



Text describing Enameline product details and pricing.

SUGAR

Table listing various sugar products including Domino, Cut Leaf, Crushed, Cubes, Powdered, Coarse Powdered, XXXX Powdered, Standard Granulated, Fine Granulated, Coarse Granulated, and Extra Fine Granulated.

SYRUPS

Table listing various syrups including Pure Cane, Fair, Good, and Choice.

TABLE SAUCES

Table listing various table sauces including Lea & Perrin's, The Original and Genuine Worcestershire, and others.

TEA

Table listing various tea products including Sundry, medium, Sundry, choice, Sundry, fancy, Regular, fancy, Regular, fancy, Basked-fired, medium, Basked-fired, choice, Basked-fired, fancy, Nibs, Siftings, and Fannings.

GUNPOWDER

Table listing various gunpowder products including Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, and Pingsuey, fancy.

YOUNG HYSON

Table listing Young Hyson products including Choice and Fancy.

OO LONG

Table listing Oolong products including Formosa, fancy, Amoy, medium, Amoy, choice, and Fancy.

ENGLISH BREAKFAST

Table listing English Breakfast products including Medium, Choice, and Fancy.

INDIA

Table listing India products including Ceylon, choice, and Fancy.

TOBACCO

Table listing various tobacco products including Scotten Tobacco Co.'s Brands, Sweet Chunk plug, Cadillac fine cut, and Sweet Loma fine cut.

VINEGAR

Table listing various vinegar products including Malt White Wine, 40 grain, Malt White Wine, 80 grain, Pure Cider, Red Star, Pure Cider, Robinson, and Pure Cider, Silver.

WASHING POWDER

Table listing Rub-No-More washing powder.

Advertisement for Rub-No-More washing powder, including an illustration of the product and pricing details.

WOODENWARE

Table listing various woodenware items including Baskets, Butter Plates, Mop Sticks, Paits, Wash Boards, and Wood Bowls.

CRACKERS

Table listing various cracker products including The National Biscuit Co., Seymour, New York, Family, Soda, and Wolverine.

YEAST CAKE

Table listing various yeast cake products including Assort 15-17-19, Assort 15-17-19, and Warner's Safe.

SODA

Table listing various soda products including Soda XXX, Soda, City, Long Island Wafers, and Zephyrette.

OYSTER

Table listing various oyster products including Faust, Farina, Extra Farina, Saltine, Sweet Goods-Boxes, Animals, Assorted Cake, Belle Rose, Bent's Water, Buttercreams, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Cocoa nut Taffy, Cracknells, Creams, Iced, Cream Crisp, Crystal Creams, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, lg. or sm., Ginger Snaps, N.B.C., Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Honey, Lady Fingers, Lemon Wafers, Marshmallow, Marshmallow Walnuts, Mary Ann, Mixed Fruit, Milk Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, XXX, Pretzels, hand made, Sear's Lunch, Sugar Cake, Sugar Cream, XXX, Sugar Squares, Sultans, Tutti Frutti, Vanilla Wafers, and Vienna Crimp.

Grains and Feedstuffs

Wheat

Table listing various wheat products including Winter Wheat Flour, Local Brands, Patents, Second Patent, Straight, No. 3 Oval, No. 5 Oval, Rye, and Subject to usual cash discount.

Spring Wheat Flour

Table listing various spring wheat flour products including Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, Hams, 20 lb. average, Pillsbury's Best, Quaker, Duluth Imperial, Lemmon & Wheeler Co.'s Brand, Wingold, and Olney & Judson's Brand.

Meal

Table listing various meal products including Baked, Granulated, Feed and Millstuffs, St. Car Feed, screened, No. 1 Corn and Oats, Unbolted Corn Meal, Winter Wheat Bran, Winter Wheat Middlings, and Screenings.

Corn

Table listing various corn products including Corn, car lots, Less than car lots, Car lots, clipped, and Less than car lots.

Oats

Table listing various oat products including No. 1 Timothy car lots, No. 1 Timothy ton lots, and Screenings.

Hides and Pelts

Table listing various hide and pelt products including The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Pelts, each, Lamb, Tallow, No. 1, No. 2, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, and Mackerel.

Fish and Oysters

Table listing various fish and oyster products including White fish, Trout, Black Bass, Halibut, Ciscoes or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, and Mackerel.

Oysters in Cans

Table listing various oyster products in cans including F. H. Counts, F. J. D. Selects, Selects, F. J. D. Standards, Anchors, Standards, Favorite, Shell Goods, Clams, per 100, Oysters, per 100, and Black, winter.

Fresh Meats

Beef

Table listing various beef products including Carcass, Forequarters, Hindquarters, Loins No. 3, Ribs, Round, Chuck, and Plates.

Pork

Table listing various pork products including Dressed, Loins, Boston Butts, Shoulders, and Lard.

Mutton

Table listing various mutton products including Carcass and Spring Lambs.

Veal

Table listing various veal products including Carcass.

Provisions

Barreled Pork

Table listing various barreled pork products including Mess, Back, Bear back, Short cut, Pig, Bean, and Family.

Dry Salt Meats

Table listing various dry salt meat products including Bellies, Briskets, and Extra shorts.

Smoked Meats

Table listing various smoked meat products including Hams, 12 lb. average, Hams, 14 lb. average, Hams, 16 lb. average, Hams, 20 lb. average, Ham dried beef, Shoulders (N. Y. cut), Bacon, clear, California hams, Boneless hams, Boiled Hams, Plenic Boiled Hams, Berlin Hams, and Mince Hams.

Lards-In Tierces

Table listing various lard products including Compound, Kettle, Vegetable, 55 lb. Tubs, advance, 80 lb. Tubs, advance, 50 lb. Tins, advance, 20 lb. Pails, advance, 10 lb. Pails, advance, 5 lb. Pails, advance, and 3 lb. Pails, advance.

Sausages

Table listing various sausage products including Bologna, Liver, Frankfurt, Pork, Blood, Tongue, and Headcheese.

Beef

Table listing various beef products including Extra Mess, Boneless, Rump, Kits, 15 lbs., 1/4 bbls., 40 lbs., 1/2 bbls., 80 lbs., and Pigs' Feet.

Tripe

Table listing various tripe products including Kits, 15 lbs., 1/4 bbls., 40 lbs., and 1/2 bbls., 80 lbs.

Casings

Table listing various casing products including Pork, Beef rounds, Beef middles, Sheep, Butterine, Rolls, dairy, Solid, dairy, and Solid, creamery.

Canned Meats

Table listing various canned meat products including Corned beef, 2 lb., Corned beef, 14 lb., Roast beef, 2 lb., Potted ham, 1/4 s., Potted ham, 1/2 s., Deviled ham, 1/4 s., Potted tongue, 1/4 s., Potted tongue, 1/2 s., and Potted tongue, 1/2 s.

Oils

Table listing various oil products including Eocene, Perfection, XXX W. W. Mich. Hdt, W. W. Michigan, Diamond White, D. S. Gas, Deo. Naphtha, Cylinder, Engine, and Black, winter.

Candies

Stick Candy

Table listing various stick candy products including Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, and Beet Root.

Mixed Candy

Table listing various mixed candy products including Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, French Cream, Dandy Pan, Hand Made Cream mixed, Nobby, Crystal Cream mix, and Fancy-In Bulk.

Fancy-In Bulk

Table listing various fancy-in bulk products including San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclair Chocolates, Choc. Monumentals, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, Molasses Chews, 15 lb. pails, Pine Apple Ice, Iced Marshmallows, Golden Waffles, and Fancy-In 5 lb. Boxes.

Fancy-In 5 lb. Boxes

Table listing various fancy-in 5 lb. boxes products including Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint., String Rock, Burnt Almonds, Wintergreen Berries, Caramels, No. 1 wrapped, 3 lb. boxes, and Penny Goods.

Fruits

Oranges

Table listing various orange products including Fancy Navel, Extra Choice, Late Valencia, Seedlings, Medt. Sweets, and Jamaica.

Lemons

Table listing various lemon products including Strictly choice 300s., Strictly choice 300s., Fancy 300s., Ex. Fancy 300s., and Extra Fancy 300s.

Bananas

Table listing various banana products including Medium bunches, Large bunches, and Foreign Dried Fruits.

Foreign Dried Fruits

Table listing various foreign dried fruit products including California, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, 10 lb. boxes, new Smpna, Fancy, 12 lb. boxes new, Imperial Mikados, 15 lb. boxes, Pulled, 6 lb. boxes, Natural, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Persians, P. H. V., lb. cases, new, Sairs, 60 lb. cases.

Nuts

Table listing various nut products including Almonds, Tarragon, Almonds, Iyka, Almonds, California, soft shelled, Brazils, new, Filberts, Walnuts, Grenobles, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shelled No. 1.

CANNED EGGS.

How Cracks and Dirties May Be Utilized.

When the cold storage houses begin to stock up with the eggs in summer they have to buy in such enormous quantities that there is naturally a great loss in cracked and broken eggs. In handling several million eggs a day no amount of care could prevent breakage. Indeed, thousands of them are broken in transit to the city, and others are cracked in moving from the railroad cars to the stores. If these cracked and broken eggs were all thrown away the annual loss would easily mount up in the millions. To offset these losses the storage houses have invented all sorts of ways to utilize the broken eggs. The most successful so far is to can the broken eggs and sell them to bakers and confectioners.

Canned eggs keep just as well and fully as long as canned meat, fruit or vegetables. When put in cans that are rendered absolutely airtight there is no chance of their decaying. It is the air which enters through the shell of an egg that causes its meat to decay. This is proved by the many methods of preserving eggs. Fresh eggs coated thoroughly with paraffine and then stored away in limed water will keep for months in a comparatively fresh condition, and their keeping powers will be in proportion to the success in excluding the air. Of course, a certain amount of air will reach the eggs even in this condition, and gradually they will show a decaying tendency, although eggs have been preserved for six months and a year.

Before the eggs are canned, however, they are separated, and the whites and yolks are put up in different cans. When the baker or confectioner wants to make white frosting for his cake he opens a can of the whites of eggs; or if he wishes to make custard for his pie or puddings he takes the canned yolks. Thus there is no waste, and time and labor are saved also.

In the middle of winter, when eggs are soaring away up in price, these canned eggs make it possible for the baker and confectioner to serve us with cakes, pies, candies and creams at the same price charged in summer. Thus the storage warehouses which have canned the eggs for us save the customers considerable in the winter, and also lighten the labors of the bakers and confectioners. There is nothing disagreeable or unpalatable about these canned eggs. They are fresh and sweet when canned, and they do not deteriorate in the least unless the cans happen to be imperfect, in which case they spoil the same as canned fruit or vegetables.

In hot countries canned eggs are used quite extensively, and the storage houses can considerable quantities for export. In some years the cheap eggs in the height of the laying season are actually broken for canning. In hot countries the canned eggs will keep a long time, especially if stored away in cool places, and the people can use them as needed. In many tropical countries fresh eggs are difficult to secure, and the natives often prefer the canned Northern eggs to the so-called fresh eggs sold in the markets. The Americans are the only people so far who have entered into this egg canning industry, and American canned eggs in the South American countries and the West Indies have no competition from similar goods from Germany, England or France.

But sometimes the decayed and

loudy eggs are canned. In fact, all that come to the market are handed over to the canners if they can not be sold as fresh eggs. These rotten and cloudy eggs, however, are never put on the general market, nor is there any chance of their being sent to bakers by mistake. They are canned for the leather trade, and not for the consumptive market. In tanning leather, and especially in putting on the fine gloss of expensive leather, eggs have long been recognized as indispensable articles. But good eggs are too expensive for the work, and tanners do not like to accumulate rotten eggs owing to their odor.

The eggs that reach the market in a cloudy or decaying condition are not so far decayed as to have a very disagreeable odor. If canned immediately they become no worse. When the tanners open a can of such eggs the odor may be a little offensive, but not so overpowering as might be the case if a few dozen eggs were stored away for use in hot weather. A can of eggs is opened only when needed, and the contents immediately used. Thus the cloudy and decaying eggs find a market at prices that pay the canners and save the tanners money.

The vast quantities of egg shells obtained from these canneries are also sold for various purposes. They are both utilized for making commercial fertilizers and for manufacturing some of the numerous hen foods that are now put on the market. In order to make the hens lay more eggs in winter it is necessary to feed them with lime-forming foods, such as green bone, clam and oyster shells. The egg shells are even better than any of these, for they contain the exact substances that the hens require in their systems to facilitate the work of nature in producing eggs. So hen food that contains a fair amount of ground or powdered egg shells is excellent for stimulating the birds to greater energies in winter.

Musings of an Egg Merchant.

"I think some day I will buy a hen," mused an egg merchant. "Looking over my books the other day, I find that I have bought and sold millions of dozens of eggs, but I have never owned as much as a single specimen of the hen tribe. Not that I have any idea of producing my own raw material. I am willing to leave that part of the egg business to others. I am not a trust and do not believe in hogging everything from the raw material to the finished product. But I have an unsatisfied ambition to possess a hen for purely sentimental reasons.

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

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

A Probable Theory.

"Pa, why do they call it 'cold cash?'"
"Because people have a habit of freezing to it, I guess."

Nutritive Value of the Egg.

An interesting paper on the value of hens' eggs as food was recently read before the French Academy of Science by one Professor Balland. Professor Balland, in the course of his address, stated that 25 per cent. of the egg has a nutritive value. The remainder is water. The meat of ten eggs equals about one pound of meat. From this latter analysis of the Professor's, the inference is deducible that in certain seasons of the year, say when eggs are cheap, about 15 cents a dozen, they are cheaper than first-class meat. Figures submitted by Professor Balland on the consumption of eggs in Paris—where there is an octroi tax—during 1898, amounted to 538,000,000. If the scientific analysis of Professor Balland is correct the number of eggs consumed equal in nutritive value the meat from 168,000 steers.

Good roads can only be had in a community where the people are ready to mend their ways.

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.

Butter and Eggs

40,000 pounds of butter bought during the month of June; can use as much more this month, for which we will pay the highest market price. Write or wire for prices. We have both phones.

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.
New York, 874 Washington st.
Brooklyn, 225 Market avenue.

ESTABLISHED 1886.

References.
State Savings Bank, Ionia.
Dun's or Bradstreet's Agencies.

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

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.

The Meat Market

Pertinent Hints on Meat Market Advertising.

I have run across the following, in one of the exchanges that reach my desk. It is a very interesting article on how to advertise shoes, but as most of the points brought out will serve as well in connection with selling meat or anything else, I have cut the word shoes wherever it occurs and have substituted meat. "Ask yourself the question," says this article, "what advertising has influenced me the most? and if you

Send for my Complete Price List.

FRESH MEAT,

The tender, juicy kind, the only kind I sell.
S. B. CHARTERS, Third Ave. & Grant St.,
PITTSBURG, PA.

analyze the question your answer will probably be: 'That which contained the greatest amount of reasonable information.' An advertisement then to have influence must tell something. The simple statement that 'John Smith sells meat cheaper than any other dealer in Smithville' tells absolutely nothing unless John Smith tells why. If he (or you) did really sell cheaper than 'all the other fellows put together' (if such a thing were possible) his simple statement of the fact would not strengthen

J. M. KOLL, GERMAN BOLOGNA AND PORK STORE,

The Best Jersey Pork and Armour Hams.

Cooked Ham.....	18c lb.
Sliced Ham.....	17c lb.
Fresh Ham.....	10c lb.

his position one iota. It would not be believed without a reason. John Smiths for generations past have been reiterating this same hackneyed, overworked, broken-down, worn-out expression until it has lost every vestige of whatever strength or meaning it ever could have had.

"What you must tell is why you are the best and cheapest meat dealer in your town. This is where the 'useful information' must come in. Give them reasons without making your advertisement a long and tedious argument. Tell your readers the good features about your store and store policy—the attractive and convenient features of your store—the promptness of your service and the courteousness of your sales-people.

"Tell your story in an interesting sort of way and try to use language that will be pleasing to all and offensive to none. Much of the current advertising that comes to our notice outrages almost every sense of refinement. Imagine yourself personally addressing one of your customers (say a woman of culture) using nothing but extravagance, hyperbole and sensationalism in every sentence. She would think you a fool, and probably be tempted to tell you so. How much less, then, will you be justified in printing such stuff in your paper, when you may possibly offend a community instead of an individual.

"Be reasonable in all your statements—be respectable at any rate. Don't try to be funny—there isn't one man in ten thousand who can do it successfully. The advertisement writers in America who really do first-class work of this kind can be counted on the fingers of

your hand. While their efforts to be humorous are undoubtedly successful, it is doubtful if they help the sale of goods as much as would an equal amount of well-directed, entertaining common sense.

"Business is a serious thing, and for

J. S. Bailey & Co.

White Market

Hudson and Christopher Streets, New York

NOT OPEN SUNDAYS. We believe that when our men labor six days they are entitled to a day of rest. While we do not open Sundays, all goods purchased Saturday will be held in our ice box and delivered Sunday morning, early, if desired.

Why cook in hot weather when you can buy prepared for the table everything that is good to eat?

that reason your advertising should be serious. It is an affair of dignity, and to properly represent it, your advertising should be as dignified as is consistent with perfect cordiality. Your advertising should represent you as you are when most politely serving a stranger in your store. You can't be fa-

Ice Cold Meats

That are dainty and tender, and kept in a clean refrigerator where the temperature is next to freezing, at

Strohecker's Meat Market

Reading, Pa.

miliar with a stranger, but you can be cordial and friendly."

On this page I give four advertisements, each of which is worthy of study. That of J. S. Bailey & Company is especially interesting, as it brings out a new line of advertising. Markets usually drift along any old way during the summer, but here is an advertisement which shows that it is possible to boom things in summer as well as any other time.—Jonathan Price in Butchers' Advocate.

Got Rich Attending to His Own Business.

From the Topeka Merchants Journal.

The other day a merchant in a small Kansas town got his family together, put his store in charge of a competent substitute and with his family started on a trip to Europe and the Paris Exposition. The family will travel in good style and see what there is to be seen. The trip will probably cost three thousand dollars, but the merchant feels that he can stand the expense. He has made every dollar of it in business in Kansas. Not so very many years ago he was working for six dollars a month and glad to have the job. The merchant hasn't had any special runs of luck, but he has stuck to business and watched the corners. Of course he exercised gumption in the buying of goods and took care not to load up with a lot of stuff that the trade didn't demand. He was an accommodating man, but he also kept in mind that the people he bought goods from wanted their money and must have it; for that reason he was careful not to allow the book accounts to get too far behind. If he found a customer who got hot because he was asked to pay a bill in a reasonable time he decided that he was better off without that customer and let him go. He was fair in weight and didn't try to weigh in his hand with each dollar's worth of sugar. People found out that it was safe to send a child to trade with the merchant and that the little one would get as good weight and as good goods as if the head of the family went after the stuff. Of course his trade grew. He was a hustler. He didn't spend his time whining about hard times and probable failures of the crops. He wasn't in the habit of joining with a lot of loafers and cursing the country. On the contrary, while he was

willing to acknowledge that there might and probably always would be room for improvement, he believed and said that on the whole this was the bulkiest country on earth and he was tolerably well satisfied as it was. Now he is taking a vacation with his family and most of his neighbors are glad of it. They don't stand about and curse him and say he swindled the people out of the money he has, but they hope he will have a good time and they will make up a little surprise party for him and his family when they get back. It pays to attend to business and to be square.

Why He Was Faithful.

"I think the man who works in that meat market across the street is the most faithful and conscientious workman I ever saw. He never takes a holiday, and always labors away until near midnight."

"Faithful workman? Great Scott! He's the proprietor of the shop!"

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

BOUR'S

COFFEES

MAKE BUSINESS

Progress in Presswork

The vitality of printed matter depends on the presswork. Our aim is to make our presswork perfect. We have fine presses and skillful workmen to do it with, and every piece of printed matter turned out by us is a sign of our progress in presswork. We can supply the vital element.

Tradesman Company

Grand Rapids

FRANCE AND THE NEW ERA.

France has not forgiven Germany for that affair of Alsace-Lorraine, although time and new enterprise, have cooled the national hate and provided pabulum for her diplomats.

No more has France forgiven Great Britain the Fashoda incident, by which her territorial designs in Africa were so bluntly checkmated.

Bismarck's diplomacy forced France into a war in which she plunged with a recklessness born of imbecility, and Von Moltke's legions destroyed her armies; as a steel trap crushes its unwary victim.

Worse than defeat and the loss of territory with France was the blow administered to French military prestige. Every man, woman, and we may almost say child, in the empire felt the humiliation; nor has the national sentiment survived the wound.

Assiduously has France couched up to Russia with the hope of launching some vast military venture whereby her glory might be recovered. Such covenant, however, has been impracticable, if not unnatural, between the volatile Frenchman and the slow moving Slav. Naught has come of it but meaningless alliance.

Without military prestige France, such is the national bent, is without power, without fame. This must be re-established at all hazard. The army demands it, the people demand it, the nation demands it. There is more honor, in the public estimate in France, in a military than in a civic title. The popular fancy lifts its voice in approving shouts for the army while it jeers at and hisses the advocate who pleads for justice before the courts of law.

All the time that Great Britain has been engaged in South Africa France has been plotting to interfere in that quarter or to take advantage of the situation to push some colonial enterprise that would startle the powers and make them recognize that France was once again in the saddle for military achievement. Writers on international politics have said that the great Paris Exposition was the one commercial restraint upon ambition to enter the absorbing game of conquest and war.

It seems now that France beholds her opportunity and that she has fastened a covetous eye on the rich country of Morocco. Here is a land worthy of possession, and if France should pounce upon it her audacity would claim the attention of the world. She would have to reckon with Italy and Spain and England. The first two are dismissed, but the latter is the most powerful adversary which France could engage.

Time may not have come for this tremendous adventure, but the diplomats of France are watching the opportunity to hasten its development. It may transpire at any moment. Events shape themselves to international tragedies with amazing rapidity these days.

Morocco is on the northwest coast of Africa, is 260,000 square miles in area, of great agricultural, live stock and mineral wealth, and is a prize of tremendous value to any European nation. The people of Morocco care little for their rulers are. When France is ready she will avenge Fashoda by seizing Morocco and will stake the restoration of her military prestige upon her ability or failure to beat down British objections.

This is an era of imperialism. The nations of Europe are determined upon colonial conquest. They must engage

each other in bloody war, to carry out the schemes now being evolved in the crucible of diplomacy, sooner or later. Meanwhile the peace of Europe is a child's dream and disarmament a fool's folly.

Enormous Profits of the Bardeen Paper Mill.

From the Kalamazoo Gazette-News.

Opening the book at the proper place, Patrick H. Gilkey exhibited entries showing divers deposits to his account in the bank. Each of these deposits, he explained, represented the amount of a dividend he has received on the stock he owns in the Bardeen Paper Co., of Otsego.

On January 8 last, according to the bank book, there was a deposit of \$250, representing a dividend of 5 per cent. on the stock Mr. Gilkey owns in this particular mill. On February 23 there was a deposit of \$500, representing a dividend of 10 per cent. On April 2 there was a deposit of \$250, or 5 per cent. On the 30th of the same month there was a further \$500 deposit as the result of a 10 per cent. dividend. On June 21 there was a \$500 deposit from a 10 per cent. dividend.

From January 3 to June 21, accordingly, an investment of \$5,000 in stock of the Bardeen Paper Co. paid no less than \$2,000 in dividends, or 40 per cent. on the investment. Mr. Gilkey says that before January 1 next that stock will pay 40 per cent. more in dividends at least, or 80 per cent. for the entire year, amounting to \$4,000 on a \$5,000 investment.

"Of course," he adds, "it could pay a good deal more, but large sums are now being carried to the surplus account."

Mr. Gilkey gave a history of the mill. "It was started by Mr. Bardeen about thirteen years ago," he says. "Its capital stock was \$175,000. For the first five years it paid no dividends. All profits were carried to the surplus account and from this account during that time a second mill as large as the first was built.

"Then it began to declare dividends. In something like eight years it has paid in dividends \$2.75 for every \$1 in the original investment and, beside that, has built still a third mill from the profits."

There is little likelihood of Chinese troops standing long in a pitched battle against the trained soldiers of the other nations, but the foreign army must be of considerable strength to undertake a march to Peking. Overwhelming numbers of a mob, even, with guns in their hands, can not be routed by small divisions of troops. The resistive force of China, in a word, must not be underestimated again.

The Canadian Minister of Education in his annual report, just issued, refers to the liberality of the United States in the matter of high schools, and suggests that it would be well for Canadian municipalities to consider if greater liberality would not be advantageous to the great body of taxpayers.

If the slaughter in China has been as bad as reported and the dead remain unburied by the thousands, it is not improbable that pestilence may soon lend its aid to the horrors of the situation.

It is too late to get up a peace jubilee this year; but the unfinished wars in the Philippines and in South Africa, and the new war in China, make a jubilee desirable.

The cranks who thought to cure themselves by walking barefooted in wet grass are not in evidence this year. The supposition is that they all died last year.

Invisible Inks.

A weak solution of nitrate of copper gives an invisible writing, which becomes red through heat.

A very dilute solution of perchloride of copper gives invisible characters that becomes yellow through heat.

Solution of chloride or nitro-muriate of cobalt turns green when heated and disappears again on cooling. If the salt be pure the marks turn blue.

He Felt the Shock.

"Electricity in the atmosphere affects your system," said the scientific physician.

"Yes," said the patient, who had paid \$10 for two visits, "I agree with you there are times when one feels over-charged."

The Weak Link.

"Our woman's baseball club went to pieces."

"Game too exhausting?"

"No; but we couldn't find a lady umpire who would give a decision and stick to it."

Furnishing Himself With Business.

"New York has an undertaker named McCarthy who wants to run for Vice-President."

"He evidently thinks he'd have a dead sure thing."

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—THE STOCK, FIXTURES AND good will of prosperous dry goods and millinery business in Michigan town of 4,500; sales \$3,500; stock \$10,000; splendid opportunity for live man. Address Bargain, care Michigan Tradesman. 438

FOR SALE DIRT CHEAP—SMALL STOCK of groceries and extra good fixtures; best location in Ewart; 1,500 population; sixty foot room. Mills Bros. 437

DRUG STORE COMBINED WITH SMALL grocery stock for sale; doing a fine cash business; only drug store; splendid farming country; large territory; good corner location; rent low; best business in village; investigate for yourself. Reason for selling, other business. Address No. 433, care Michigan Tradesman. 433

FOR SALE—A FIRST-CLASS MEAT MARKET with a growing trade, in a charming town, at a bargain, as owners have other business and will sell at a discount. For information, address A. B. Hoyt, Bellevue, Mich. 432

DRUG STOCK FOR SALE—NICE, CLEAN stock; good live town of 450; no competition; good farming country; no cut prices; cheap rent; stock inventories about \$3,000; cash business last year \$6,000; snap for some one; will bear close investigation. Reason for selling, poor health. Address Druggist, care Michigan Tradesman. 430

FOR SALE—JEWELRY STOCK AND FIXTURES; location the best; cheap rent; population of city, 4,000. Address D., care Michigan Tradesman. 429

FOR SALE—GROCERY STOCK AND FIXTURES; also meat market, \$800; trade established; best town in Northern Michigan. Address 620 Grove St., Petoskey, Mich. 428

BRANCH STORE FOR SALE, CLEAN stock, postoffice and no competition; nice building; rent cheap; dwelling and store fixtures included. J. A. Pettit, North Star, Mich. 427

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—WATER WORKS PLANT AND franchise in Northern Michigan. Write for particulars to D. Reeder, Lake City, Mich. 424

FOR SALE—HARDWARE, AGRICULTURAL implements and furniture stock and buildings; or will sell stock and rent buildings on reasonable terms. Address No. 423, care Michigan Tradesman. 423

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

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

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—GROCERY AND MEAT MAR-ket in live town of 2,000 inhabitants in Northern Michigan. Other business. Address No. 422, care Michigan Tradesman. 422

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 GEN-eral Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

FOR SALE—BEST ARRANGED GENERAL store in Northern Indiana. Stock will inventory \$3,000. Can be reduced to suit purchaser. Will sell or rent store room and dwelling. No trades considered. Call on or address O. C. Himes, Cedar, Ind. 381

TO RENT—THE BRICK STORE AND basement in the Wurzburg Block, 118 Front St., Traverse City, Mich. Positively the best business location in the city. Size of store, 27x100 feet. Steam heat and artesian water. For further particulars call on or address Peter Wurzburg, Traverse City, Mich. 380

STORE TO RENT IN CADILLAC; CEN-trally located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

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 in good inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE—FLOUR AND FEED MILL—full roll 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—AN EXPERIENCED TINNER, one who has had some experience in hardware store preferred. Address Box 2095, Nashville, Mich. 436

WANTED—BY YOUNG MAN OF GOOD habits, position as clerk in general, dry goods, clothing or shoe store; seven years' experience. Good references. Oscar E. Otis, Shultz, Mich. 435

WANTED—ABLE-BODIED UNMARRIED men for United States army; age 18 to 35. Recruits for Philippines especially desired. Address Recruiting Officer, Grand Rapids, Mich. 434

WANTED—SITUATION BY YOUNG MAN; experienced stenographer; best of references. Address H. Overpack, Manistee, Mich. 431

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

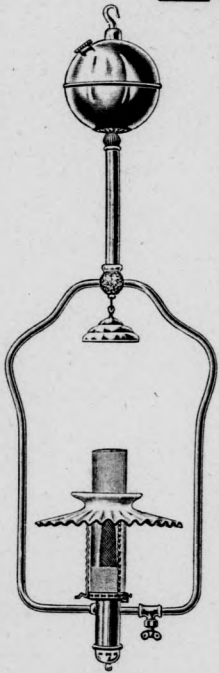
WANTED!

One Million Feet
of
Green Basswood Logs

Over 12 inches.

GRAND RAPIDS MATCH CO.,
GRAND RAPIDS, MICH.

A SUMMER LIGHT



No. 101

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

The Imperial Gas Lamp Co.,

132 & 134 Lake Street,
Chicago, Ill.

Fans For Warm Weather



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

100.....	\$ 3 00
200.....	5 00
300.....	6 75
400.....	8 50
500.....	10 00
1000.....	17 50

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

Tradesman Company
Grand Rapids, Michigan

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

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

Detroit Retail Grocers' Protective Association
President, WM. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

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

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

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

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

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

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. CUDDIHY; Secretary, W. H. HOSKING.

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

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

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

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

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

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.

Lv. G. Rapids, 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	From
		North	South
Trav. City, Petoskey, Mack.	*4:05am	*8:30pm	
Trav. City, Petoskey, Mack.	+7:45am	*5:15pm	
Trav. City, Petoskey, Mack.	+2:00pm	+12:20pm	
Cadillac Accommodation	+5:35pm	+10:45am	
Petoskey & Mackinaw City	+10:45pm	+6:00am	
7:45am and 2:00pm trains, parlor cars; 11:00pm train, sleeping car.			

Southern Division		Going	From
		South	South
Kalamazoo, Ft. Wayne Cin.	+7:10am	+9:40pm	
Kalamazoo and Ft. Wayne.	+1:50pm	+1:50pm	
Kalamazoo, Ft. Wayne Cin.	*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.

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. 9:45pm 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 pages2 50
4 Quires, 320 pages3 00
5 Quires, 400 pages3 50
6 Quires, 480 pages4 00

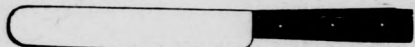
INVOICE RECORD OR BILL BOOK

So double pages, registers 2,500 invoices.....\$2 00

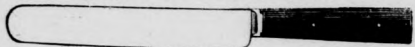
Tradesman Company
Grand Rapids, Mich.

First Quality Table Knives and Forks

Up-to-Date Styles



No. 10 Knife and Fork. Redwood handle.

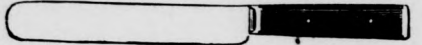


No. 20 Knife and Fork. Redwood handle.

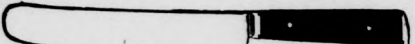


No. 1

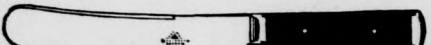
Cutlery Assortment



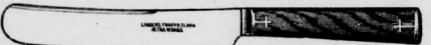
No. 30 Knife and Fork. Redwood handle.



No. 40 Knife and Fork. Redwood handle.



No. 50 Knife and Fork. Redwood handle.



No. 60 Knife and Fork. Redwood handle.



No. 70 Knife and Fork. Redwood handle, nickel 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

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.

Our new line of
Holiday Goods
will soon be ready. Watch for announcement.
Kinney & Levan
Crockery Cleveland, Ohio

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.

Wheat Meat

A delicious, crisp and pleasant health food.

Golden Nectar

Absolutely the finest flavor of any Food Coffee on the market

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

AMERICAN JEWELRY CO.

Manufacturers and Jobbers
JEWELRY AND NOVELTIES

Our Fall Line will be ready August 1.
Write for samples and have our travelers call, showing latest ideas and all the new things.
AMERICAN JEWELRY CO., 45 and 46 Tower Block, Grand Rapids.



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.

STAR GREEN

50 CIGAR
SOLD BY ALL JOBBERS

DINNER SET OPPORTUNITY



Our "Chell" 100 piece dinner set is English semi-porcelain of a beautiful creamy white, smoothly finished and handsomely decorated with floral sprays in "Electric Blue" or "Bronze Green" decoration. Stylish shape, neatly embossed and all pieces full sized. Will readily bring from \$9.50 to \$10.50. Our price per set, either color, only

\$5.75

We have prepared for our customers' use a supply of card price lists, giving complete list of pieces in dinnerware and space for cost and selling prices. Ask for some with next order.

H. LEONARD & SONS
GRAND RAPIDS, MICHIGAN