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Large Sizes Handsome Shapes
Floral Decorations Printed Under the Glaze

Four colors, four shapes, four decorations. Blue, Brown, Pink and Green.

You can't duplicate this offer—nothing on the market of equal value at the prices named.



No. 1.
2 sets in barrels; choice of colors.
At \$2.10 each \$4.20
Barrel35
Total..... \$4.55

No. 2.
6 sets in cask; 2 of each color.
At \$2.00 each \$12.00
Cask 1.00
Total..... \$13.00

No. 3.
20 sets in crate; 4 colors, assorted.
At \$1.90 each \$38.00
Crate and cartage..... 2.50
Total..... \$40.50

We Sell to
Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

For Goodness Sake

Stop that growling about poor business and get a hump on yourself and PUSH

Royal Tiger 10c



Tigerettes 5c

A Smoker's Smoke

And build up a cigar trade that will be a credit to yourself as well as a money maker. Other dealers are doing it with great success, why not you?

Phelps, Brace & Co., the Largest Cigar Dealers in the Middle West, Detroit, Michigan
F. E. Bushman, Manager

EGG Baking Powder

Has twenty users to-day to every four it had three weeks ago.

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We have made strong statements in our advertising (which everyone is talking about) and they have been demonstrated true by the thousands who have bought a can to make the trial. One local dealer told our salesman, "first they only buy a ¼ lb. tin, but in a few days they want a full pound—and tell their friends about it." This will give us the biggest baking powder business in the world in two years.

We Count on the Help of Dealers

and mean to protect them in every way known to the legitimate trade. If you do not carry it in stock address our nearest office for terms and samples. You will have calls for it.

HOME OFFICE: New York City.
CLEVELAND: 186 Sequea St.
CINCINNATI: 33 West Second St.
DETROIT: 121 Jefferson Ave.
INDIANAPOLIS: 318 Majestic Building.

"Sunlight"

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

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

Cadillac

Fine Cut and Plug
THE BEST.
Ask for it.

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

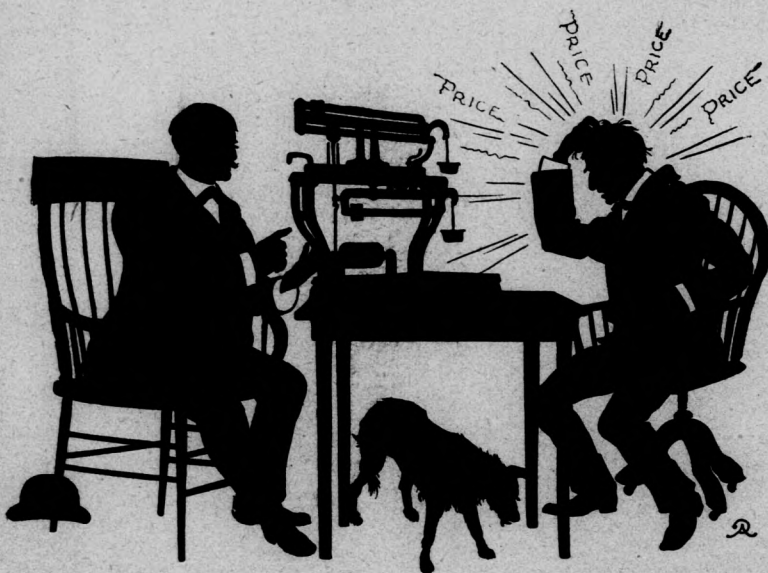
Ferris
Institute
BIG RAPIDS, MICH.

SECOND SUMMER SESSION

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

W. N. Ferris,
Principal and Proprietor.

Don't Let the Price Worry You



Get that notion out of your head at once, for the price is not to be considered at all when its money-making powers are considered.

It Pays for Itself It Costs You Nothing

Where else can you invest your money at a better advantage, and where start to better your business, if not at its foundation? Your profits are the heart-throbs of business and the Money Weight System the secret of its success.

Our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO., Dayton, Ohio

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JULY 25, 1900.

Number 879

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

THE MERCANTILE AGENCY
 Established 1841.
R. G. DUN & CO.
 Widdicombe Bld'g, Grand Rapids, Mich.
 Books arranged with trade classification of names.
 Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

The sensation of the coffee trade is
A. I. C. High Grade Coffees
 They succeed because the quality is right, and the plan of selling up to date. If there is not an agency in your town, write the
A. I. C. COFFEE CO.,
 21-23 River St., Chicago.

Commercial Credit
 Private Credit Advances
 Collectors and Commercial Litigation
 GRAND RAPIDS
 AND SOUTHERN MICH.

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

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

Fall and winter line complete and still a nice line spring and summer suits.
KOLB & SON, Wholesale Clothing Manufacturers, Rochester, N. Y. Only stictly all wool Kersey \$5.50 Overcoat in market. See Kolb's original and improved out frock coat, no other house has it.
 Meet our Michigan representative, William Connor, at Sweet's Hotel, Grand Rapids, July 28 to August 2. Customers' expenses allowed. Or write Box 346, Marshall, Mich., and he will call upon you. If you don't see what you want no harm done.

Perfection Time Book and Pay Roll
 Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. No running around after change. Send for Sample Sheet.
Barlow Bros.
 Grand Rapids, Mich.

Tradesman Coupons

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GENERAL TRADE REVIEW.

It is a satisfaction to note a change in the description of trade conditions, which have been so long dull, duller, duldest, until the story was becoming monotonous. There is a decided improvement in activity in many lines in which prices have become settled, showing that consumption was only waiting for a definite basis of values. This improvement is reflected by the rise in prices of many Wall Street stocks, the advance raising the level from the low record of \$57.62 for forty industrials to \$60.90. This is followed, however, by a tendency to reaction shown by last reports, indicating that price advances are likely to be slow.

Foreign trade during the fiscal year ending June 30 exceeded all records, reaching nearly \$2,250,000,000. But these figures alone do not begin to show the great progress of this nation in international affairs. While exports have increased over \$500,000,000 in four years, imports have gained only \$70,000,000, or less than a seventh. Nor is this all the gratifying news contained in the annual statement. Three years ago net imports of gold paid off over \$100,000,000 of foreign indebtedness to this country; two years ago only half that amount was paid, while last year, in addition to a trade balance of \$566,000,000 there was exported \$5,436,772 more gold than was received. In the current year thus far merchandise exports from New York City alone have increased nearly 30 per cent. over the same part of last year, while imports show scarcely any change. Nevertheless, \$2,000,000 in gold was sent abroad on Thursday. These figures emphasize the marvelous strides being made by this country toward impregnable supremacy in the world's business and finance.

In many of the great industries manufacturers are receiving more orders, while some wheels have been started by settlement of disputes over wages. Recovery is slow in iron and its products, which is to be expected, as the inflation was unusually severe. Recent reduc-

tions in quotations have started moderate buying, although the total new business at Pittsburgh has been light thus far. There were sales of some size at Chicago, especially of bars, makers of implements resuming operations after long delay on account of crop uncertainty. Coke production has been decreasing because of idle iron mills, but improvement will soon follow if the gain in metal working continues. Tin has been advanced to 35 cents.

Eastern boot and shoe manufacturers are still waiting for orders, but in most cases holding tenaciously to former prices. As a result shipments from Boston are light, for the year thus far falling more than 50,000 cases below those of 1899. Western makers are doing better, and there is reason to believe that heavy stocks were not accumulated at high prices, which seems to be the complaint farther East. More activity is noticed in the leather market and sales of packer hides, although at lower prices, indicate increased manufacturing. Many woolen mills remain closed and manufacturers are delaying opening sales of light weight goods to an unusually late date.

A loss of five cents in the price of corn was rather disastrous to speculators who had bought heavily, but it meant ample crops for multitudes of farmers, as copious rains had fallen in threatened sections. There has been the usual boom this season in both wheat and corn on statements of terrible disaster, and each year the same old story is circulated and for a time receives confidence. But the usual settling back to a normal level has followed more encouraging statements, although both grains are still about 7 cents higher than at this time last year. Some reason for this difference is seen in the prospect of increased foreign requirements, for outside of Argentina the movement from other exporting countries has been curtailed, and India has been importing instead of sending out wheat, as in previous years. Shipments from the United States for the crop year thus far show little alteration, compared with last year, but there is a good gain in flour, which is especially gratifying, as that means exports of the manufactured product instead of raw material.

When a successor was to be chosen to Minister Denby for the Chinese mission Mr. Bryan, of Illinois, was appointed, but he proceeded to show his freshness immediately and was sent to Brazil, Mr. Conger being transferred from Rio to Peking. Mr. Bryan is still safe and harmless in Rio. Thus does Fate unwind its thread of destiny!

In France women are allowed to wear men's attire, but they must pay for the privilege. The amount of tax which a woman pays for wearing masculine garb is about \$10 a year. Only the woman burning with desire to be emancipated cares to pay ten dollars for the privilege of looking ridiculous.

Municipal ownership does not contemplate the ownership of the city by any public corporation for private gains.

TAXING DEPARTMENT STORES.

Within the present year the Prussian Diet, or Parliament, has enacted a law taxing department stores, some particulars of which are given by United States Consul Mason, at Berlin. The provisions of the law are substantially as follows, it being premised that it applies to the Kingdom of Prussia, except the Hohenzollern crown lands and the Island of Heligoland, and that all taxes collected under it revert to the treasury of the commune or municipality in which the store is located:

Paragraph 6 of the statute divides the merchandise to be sold into four groups, as follows:

(1) Groceries and colonial produce, food products and drinks, tobacco and manufactures thereof, smokers' articles, apothecaries' supplies, colors, drugs and perfumery.

(2) Yarn and twine, upholstery goods, mercery, drapery; woven, knit and embroidered goods; underclothing of all kinds, bedding and furniture of all kinds, curtains, carpets and all material used in interior household decoration.

(3) Household, kitchen and garden utensils and implements; stoves, glassware, porcelain, earthen and stoneware, upholstered furniture and materials thereto pertaining.

(4) Gold, silver and other jewelry; objects of art or luxury, bric-a-brac, articles of paper or papier-mache, books and music, weapons, bicycles; articles of sport, riding, driving and hunting; sewing machines, toys; optical, medical, scientific or musical instruments and apparatus.

Every store, bazaar or warehouse which shall sell articles belonging to more than one of the above groups, and of which store the aggregate sales amount to more than 400,000 marks (\$95,200) per annum, shall pay a special tax graduated according to the total amount of its annual sales, as follows:

Yearly sales.	Annual tax.
Marks.	Marks.
\$ 95,200 to \$107,100.....	4,000 \$ 952
107,100 to 119,000.....	5,500 1,309
119,000 to 130,900.....	7,500 1,785
130,900 to 142,800.....	8,500 2,023
142,800 to 154,700.....	9,500 2,261
154,700 to 166,600.....	10,500 2,499
166,600 to 178,500.....	11,500 2,739
178,500 to 190,400.....	12,500 2,975
190,400 to 202,300.....	13,500 3,213
202,300 to 214,200.....	15,000 3,570
214,200 to 226,100.....	16,500 4,227
226,100 to 238,000.....	18,000 4,284
238,000 to 261,800.....	20,000 4,760
261,800 to 285,600.....	22,000 5,236

and so on; for every additional 100,000 marks (\$23,800) sold, 2,000 marks (\$476) additional tax.

This law has been enacted for the purpose of equalizing the advantages which large bazars, department stores and co-operative retail establishments enjoy over the minor and middle-class merchants whose business is restricted to a few articles and does not exceed a yearly aggregate of 400,000 marks, or \$95,200. The tax so imposed is, in addition to the other exactions, levied on business, and it was enacted in the interest of the socialistic outcry against capital. The only effect it will have, besides putting money in municipal treasuries, will be to raise the prices of merchandise to consumers, without benefiting to any extent the small dealers who seek to compete with the big concerns.

IN GOOD SHAPE.

Reports of Executive Officers of Citizens Telephone Co.

At the annual meeting of the Citizens Telephone Co., of Grand Rapids, held last Tuesday evening, President Rood read his annual report, as follows:

The year has been an active one, there having been twenty regularly called meetings of the Directors, besides a number of informal gatherings where the officers desired the counsel of the Directors. There was one special stockholders' meeting held in February at which an agreement to pool the stock in the hands of three Trustees, Messrs. Barnett, Rindge and Stowe, was recommended. As explained at the time, the action was rendered necessary by the attempts of parties inimical to our company to get control of a majority of the stock for the purpose of selling it out to our competitor. The arrangement proposed to prevent this scheme has been successfully carried out, nearly every old stockholder whom we were able to see signing the agreement, and on all new stock sold since it has been obligatory to join the pool.

It has been impossible to see all the shareholders in regard to this proposition, and if there are any here who have not signed, the Management would be glad to have them do so before leaving after the meeting to-night.

The title and voting power of the stock are now vested in the Trustees for five years under the conditions of the pooling agreement.

At the same meeting, amended articles were submitted increasing the capital to \$500,000 and, having been legally executed, were filed and nearly one-half the increase has been placed. Within the past month, it has seemed desirable to again amend our Articles, and the papers, having been properly signed by the company and a majority of the shares, were filed recently, making the authorized capital \$550,000.

The rapid development of the State line system and the demand for further extensions make it probable that the entire amount of our authorized capital will be required before we reach a point where it will be wise to stop. We are not ambitious of becoming a great corporation and have declined invitations to make purchases and acquire property outside of what we consider our legitimate territory.

The Secretary's report will show that much has been done the past year in this direction, but there still remain many towns where our connections are inadequate or almost useless, and with which our subscribers demand better communication.

One of the most successful lines of work taken up the past year has been the introduction of rural telephones, particularly with the smaller towns. There seems to be no limit to the room for farmers' telephones, and once thoroughly established, they will make our exchanges almost impregnable.

The sale of the New State and the Detroit Telephone Companies and the Kalamazoo interests threatened to be a serious blow to the Independent Telephone Companies throughout the State, but by securing the Muskegon and Lansing properties our company checked this movement, at the same time strongly fortifying our own position.

The financial condition of our company, as shown by the Secretary's report, is excellent. While we have been hampered in our growth by lack of funds, there being opportunities in sight all the time where we could spend judiciously five dollars for every one we have had, we have been reluctant to go in debt, and few enterprises the size of this can make so good a showing.

The twelfth quarterly dividend was declared at last week's Directors' meeting, to be paid the 20th inst., and there would seem no reason why we can not continue the dividend regularly and have enough over to safely care for depreciation.

The larger part of our underground system is completed and in use. While this has been a heavy expense, it is a

permanent construction and has effected a marked improvement in the service.

An accurate inventory has been completed, and while it has been an arduous task, the result is very gratifying. Based on its present worth, the figures largely overrun the ledger accounts. The reasons for this are that much of the material has advanced in price since it was purchased, and in the distribution of the pay rolls the construction account has been favored by charging to operation and maintenance items that might have gone to swell the construction account.

There has been one vacancy on the Board the past year, occasioned by the removal from the city of Mr. Gaius W. Perkins, but the Board was still so large that it was not considered necessary to fill the vacancy, and amended articles have been filed reducing the number of Directors and having the officers elected by the shareholders.

In concluding, it is proper to state that the officers feel that sincere thanks are due to the three gentlemen who accepted the responsible position of Trustees, and have done so much to insure our success, entirely without remuneration.

The annual report of Secretary Ware was as follows:

Your President has, in his report, covered in a general way the important features of the business of this company for the year ending June 30, 1900, being the fourth year the Citizens Co. has given service.

It remains for your Secretary to give such details as, in his judgment, may be of interest or profit to you and, if possible, enable you, as stockholders, to more fully understand what has been accomplished, and the reasons for your officers and Directors having faith in the continued success and growth of this company.

One reason for the company's success is that your officers have had nothing to hide from the stockholders. Every share of stock sold has been for its face value in cash. Every stockholder realizes the same returns upon his investment in this company as does each officer or Director. No mortgage bonds have been issued, to be handled to the personal advantage of any one, nor has one dollar of profit been realized by any officer or employee of this company by reason of the exchanges or lines purchased or built by the company. Every dollar paid out in dividends during the past three years has been from the profit, after paying all operating expenses out of our income.

It is but fair to the Directors and officers to state that, in addition to the ordinary items of expense charged to operation and maintenance, such as exchange and office labor, outside repair labor and material, rent, interest, taxes, insurance, etc., the salaries of the Secretary, the Manager, the expenses of the shop and shipping department and all traveling expenses have been charged to operation, when, as a matter of fact, the greater part of each of these items could properly be charged to construction.

An inventory just completed (in the preparation of which the officers and Directors of the company had no part) shows the property of the company to be worth a number of thousands of dollars more than it has cost according to our books. The company's property is in better average condition than at any previous period.

During the past year, this company has operated toll or State lines to a larger extent than heretofore, and it has demonstrated that the toll business is more profitable than is the exchange business; also that the most profitable lines are those having several circuits. When the stockholders are reminded that after the poles are once up, additional circuits can be added at a much less cost than of the lines of the first circuit, and that in not a single case has the company sufficient circuits to promptly handle all the business offered, you will understand why your officers have been so desirous to put up additional lines and circuits, especially in

that territory commercially tributary to Grand Rapids.

The telephones owned by this company and in operation July 1, 1900, were as follows:

Grand Rapids,	3,347 telephones.
Zeeland,	40 telephones
Holland,	315 telephones
Fellows Station,	33 telephones
Casnovia,	12 telephones
Newaygo,	27 telephones
Fremont,	67 telephones
Middleville,	68 telephones
Hastings,	287 telephones
Nashville,	52 telephones
Vermontville,	90 telephones
Lowell,	54 telephones
Rockford,	54 telephones
Cedar Springs,	62 telephones
Big Rapids,	6 telephones
Coral,	10 telephones
Trufant,	6 telephones
Laansing,	782 telephones
Bellevue,	53 telephones
Athens,	10 telephones
Toll Stations,	84 telephones

Total, 5,459 telephones
Muskegon Co.'s, 600 telephones

Grand Total, 6,059 telephones
At the stockholders' meeting held one year ago, we reported a total of 3,508 telephones owned by this company, making the increase for the year of 1,951 telephones, not including those belonging to the Muskegon property, being 600—total, 2,551.

The present stock issue is \$396,160. The income during the year ending June 30th last exceeded all expenses of operation and maintenance by an amount sufficient to enable us to pay 2 per cent. quarterly cash dividends and have a surplus of \$12,890 for the year. The net growth of our Grand Rapids exchange has been 452.

During the past year there have been in this city a large number of Bell tele-

phones installed in residences at less than cost rates. While it is true that by far the greater portion of the subscribers to the residence Bell telephones are not directly identified with the commercial interests of our fair city, yet indirectly their interests are identical with those of our business men, and these users of Bell telephones can not afford, even indirectly, to throw their influence against the company which has forced and will maintain reasonable rates, even although they can temporarily save \$8 per year.

The business men of Grand Rapids are supporting their own company and

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.

ALUMINUM TRADE CHECKS.
\$1.00 PER 100.

Write for samples and styles to

N. W. STAMP WORKS,
ST. PAUL, MINN.

Makers of
Rubber and Metallic Stamps.

Send for Catalogue and Mention this paper.

Bankers and Brokers

and other first-class parties able to place stock for the erection of a plant for a Copper Mining Co., whose mine is developed by thousands of feet tunnels, has millions of dollars' worth of ore in sight, and thousands of tons of ore on the dump. P. O. Box 2260, New York.

STAR GOLDEN

50 CIGAR
SOLD BY ALL JOBBERS

WORLD'S BEST

S.C.W.

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

It is not because the

Advance

Cigar is cheaper than other cigars that we want you to try them, but of their HIGH QUALITY.

The Bradley Cigar Co.,

Manufacturers of

Hand W. H. B. Made

10 cents

Greenville, Mich.

their best interests in this fight for permanently reasonable rates, knowing that, without the Citizens Co., exchange rates would advance, as publicly announced in a statement published by the President of the Michigan and Erie Companies February 14th last.

The Citizens Co. has its rates regulated by the city for twenty-five years more—the Michigan Bell Co. has no regulation of rates in any city in the State.

The Citizens Co. is furnishing residence service in Grand Rapids at approximately the actual cost. The Michigan Bell Company has not had sufficient income from its telephone rentals in this city to pay its expenses of operation during any quarter since the Citizens Co. began service four years ago. This is also true for the past three years in a number of other cities in the State.

If, by the two years of free residence service, and the present less-than-cost exchange rates, it can force the business men to use Bell telephones, it hopes to thus eventually drive out the Citizens Co. These hopes must not and will not be realized.

In making the above statements (which your Secretary makes on his own responsibility, knowing them to be accurately correct) no account is made of the royalties of about \$2 per telephone which the Michigan Co. is under perpetual contract to pay for each telephone it uses. It is not permitted to own a complete telephone. No account is taken of the mortgage bonds of \$5,000,000 already issued and \$2,500,000 stock, aggregating a stock and bond issue just about two and one-half times as much per telephone as is the stock issue of this company, which fortunately has no bonds outstanding.

In view of the enormous investment, the royalties, to say nothing of the expensive management by a foreign syndicate or company, is it to be expected that the Michigan Co. or its successors will permanently do business at a loss in this and other cities in Michigan? Officials of the Erie Co. state that they can not give service at our prices and pay expenses. What object then have they in making lower prices than do we? Many of the present users of Bell telephones refused to accept free service for two years from the Bell and would not now knowingly accept service at less than cost.

The object of this attempt to secure control is to increase rates permanently. Is it not plain to everyone present that the Citizens Co., which pays no royalty, with no burdensome bond issues, and no foreign management, can permanently do business at lower prices, and make a profit, than can the Bell Co. at the same rates and pay expenses?

The stockholders owe it to the community, and to themselves, that these facts be made known to every telephone user in this city.

The Citizens Co. has to-day over 1,100 business telephones where no Bell telephones are located, which indicates how the business community feel.

Citizens subscribers at \$20 get a separate line and reach over 3,350 telephones where less than six years ago, in the good old days of high rates and monopoly without regulation, a residence telephone cost \$40 and upward, and, when it worked, one could have a chance to reach nearly 1,500 telephones—if his lungs held out.

It is of interest to nearly all present to know that in other cities the size of Grand Rapids not having a local company, four or more residence subscribers are put on one line at from \$24 to \$36 per phone. Thus in Lowell, Mass., where the \$24 four-party-line rates prevail, a single-circuit telephone costs for a residence \$48.

To those professional men who complain of the burden of the cost of two telephones it is a problem easy of demonstration that, where an office and residence telephone formerly cost \$90 per year in this city, one such with each company (making four in all) costs to-day \$86, being an actual cash saving of \$4 per year and an increase from nearly 1,500 telephones, as formerly, to 3,350 Citizens phones, plus the unknown num-

ber of the Bell. Probably nearly four times the number of subscribers can be reached in this city over both systems as compared to the one system five years ago.

Heretofore the weakness of our company lay in the fact that each individual could sell his stock without the knowledge of anyone in the company or without an opportunity being given for the company to purchase the same.

During the well-organized excitement last January and February when the Erie Co. purchased of the original promoters the Detroit and Kalamazoo Companies, the same company endeavored, through local sympathizers and willing stockbrokers, by purchase of stock to get control of our company; and by great activity did succeed in buying from thirteen of our over four hundred stockholders some \$7,440 of stock. In addition to this amount certain well-known citizens purchased stock of the company direct and then transferred the same to the Bell allies and friends.

Thus was threatened the very life of the company by an unusual and, as some believe, disreputable method.

A plan of pooling the stock which had been under consideration for some months was adopted and rapidly put into operation; and by great activity on the part of your Directors and officers, and especially of Mr. Fisher in calling upon so many of you, a large majority of the stock was placed in the pool, thus guaranteeing to all stockholders that only by concerted action of those in the pool could any step be taken affecting the very life of the company. Those in the pool have the first right to purchase stock when any of that in the pool is offered for sale.

Thus was stopped the stampede which was so carefully and shrewdly planned and thus this Citizens Co. became in a day the keystone to the independent arch in Michigan.

By purchase of a control of the Muskegon Co.'s stock and the exchange at Lansing and the toll lines from Charlotte to Battle Creek, Athens and Homer, and by building additional circuits, this company has fortified itself so that if all other toll lines were cut off, the present business between points on our own lines would pay all expenses and a fair dividend. We own all but one line connecting with our Grand Rapids exchange.

However, all lines will not be cut out. Since February twenty-five year contracts have been made with the other independent telephone companies of Michigan, which included all the Middle, Western, Central and Eastern sections; also contracts were made with the United States Telephone Co., of Ohio, for long distance lines which are building, and will before many months give us service with more points and more telephones in Ohio and Indiana than are reached by the present Bell systems.

The United States Co.'s lines in Ohio are superior in construction to anything the Erie Co. has in toll lines anywhere.

The four years' growth has been phenomenal, especially when we remember that none of your officers or Directors knew anything about the telephone business at the organization of the company.

Darkness seems blackest just before the dawn, we are told. This we do know, that since the Detroit and Kalamazoo sales greater energy than ever before is manifest throughout this State and other states in building independent plants which can not be purchased by Bell licensees, and never can a combination of telephone or telegraph interests obtain a telephone monopoly without proper restrictions as to rates by municipal franchise or by State regulation.

The fight is one as to franchise regulation, and our community would object to being compelled to pay high rates to an independent company as readily as to the Michigan company.

In this era of trusts and combinations, when reasonable rates have been secured through, and can be permanently maintained only by, our company in this portion of the State with reasonable profit to the stockholder, it is of the greatest

importance that we realize that we do not stand alone, but that, with all our success and the present satisfactory outlook in Michigan, our State is the weakest independent telephone State north of the Ohio River between the Missouri River and the Alleghany Mountains, with possibly one exception.

Outside the Detroit and Kalamazoo districts the independents own 18,000 or more telephones in Michigan and are rapidly growing. The movement has become general throughout the country. Nothing can stop the onward march, except in a few localities, and then only temporarily.

Already in the territory purchased by the Erie Co. dissatisfaction exists, so that at Pontiac, Port Huron and smaller places everything indicates independent exchanges will be built in the near future.

At Detroit, so great is the dissatisfaction, owing to poor service, higher rates and numerous other unpleasant conditions and requirements, that there is much talk of the city building its own plant and operating in connection with its municipal electric lighting system. With toll line companies ready to furnish Detroit first-class toll connections it is inevitable, and only a question of time when an exchange other than the Bell is in successful operation there.

Nothing but that which is beneficial to a community has followed the independents' success and, without exception, the business has proven profitable and has received the support of every community in every case where good construction was put up and reasonable rates maintained (as is eminently true of our company).

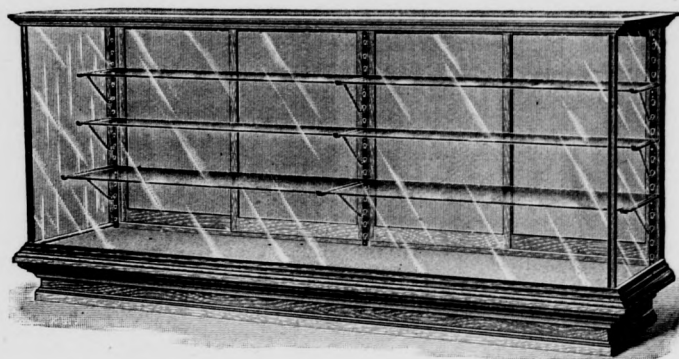
I prophesy greater success for the company during the next five years than during the past, and my confidence in the people to-day is greater than ever before. They understand the value of the telephone and will not permit injury to the only company that promises or can furnish in this city good service permanently at reasonable rates.

Wherein Woman Is Superior to Man.

It is no libel upon the sex to say that all women are instinctively fond of dress. It is a fact that is self-evident to everybody, even to the women themselves. It is nearly as true, if not equally, that all women are clothes-conscious. A man may be dressed either

in his best or his worst, and he is, apparently, quite unaware of it, but a woman never forgets any detail of the garments which environ her. She is all the time on the watch lest some element of her clothing be out of kilter or in a position or condition where it can not assert itself to the uttermost or hide away most covertly, either as the object may be display or concealment. It is quite exasperating to one of the male persuasion possessed of nerves to walk behind the average woman on the public street. She never for a moment forgets that there are eyes in the world (which she takes it for granted are bent upon her) and consequently she is continually fidgeting about something or other. Possessed of the idea that the placquet of her gown is gaping or that the fastening of her belt is not as it should be, you see her hand coming around to investigate; then she has to feel of her backhair to make sure that it is in presentable condition; next her hat has to be straightened, or she is impressed that her rear collar button is misbehaving, or she has to run her hand up and down her trunk to satisfy herself that she is all right in that quarter. Then it begins all over again—the placquet and belt inquiry, the backhair investigation, the hat arrangement, the collar-button quest, and the trunk trick—sometimes in the same order and sometimes differently; but the several movements average up about the same and in any case none of the salient points are forgotten or neglected. And so if you walk in front or behind a woman you will notice (if you are of the notice-taking kind) that she has her hands full and her mind occupied by her clothing. It is really a wonder that women have any thoughts for other matters. That they do think of other things, while apparently thinking of nothing but the clothes they stand in, may be accepted as proof of their superiority over the biped, man. No man could be as clothes-conscious as the women are and attend to business.

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**

ESTABLISHED 1868

H. M. REYNOLDS & SON

Galvanized Iron Cornice and Skylights, Tinners and Sheet Metal Workers

Manufacturers of asphalt paints, tarred felt and roofing pitch. Contracting roofers. 2 and 3-ply and Torpedo Gravel ready roofing.

GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Wyandotte—Edward Stieler, grocer, has sold his stock to F. T. Price.

Escanaba—Melvin R. Young has sold his grocery stock to J. H. Everett.

Dowagiac—Ernest W. Huyck has removed his grocery stock to Volinia.

Alpena—B. R. Young has purchased the hardware stock of H. G. Beach.

Port Huron—John D. McIntosh has sold his grocery stock to John Squies.

Newaygo—Hartman Bros. have again leased the flouring mills at this place.

Detroit—Dick & Findlater succeed John A. Dick in the undertaking business.

Dowagiac—Merwin Bros. have purchased the meat market of J. Stewart & Co.

Fairgrove—John W. Hayward succeeds Hayward & Jameson in general trade.

Manistee—Albert H. Ilse succeeds Ilse & Walsh in the cigar manufacturing business.

Owosso—F. C. Achard will shortly establish a branch hardware store at Saginaw.

Ann Arbor—Austin W. Buckelen has purchased the meat market of Arthur F. Shepherd.

Lakeview—Peter Peterson has purchased a half interest in J. J. Bale's grocery stock.

Lansing—Geo. Armstrong continues the musical instrument business of Armstrong & Gille.

Hart—Chas. W. Slayton, undertaker and furniture dealer, has sold out to Roy C. Fisher.

Mendon—J. R. Fulcher has sold the Mendon roller mills to J. H. Nichols and removed to Holly.

Benton Harbor—W. L. Davis, of Chicago, succeeds Bell & Christiansen in the feed business.

Poniac—John Kudner continues the bakery and confectionery formerly conducted by Toynton & Kudner.

Otsego—Myer Lightstone will close his store at this place and remove his clothing stock to Matthews, Ind.

Alba—H. Jaffe, dealer in dry goods, clothing, boots and shoes, has filed a voluntary petition in bankruptcy.

Kalkaska—H. E. Tyler and R. Beattie have purchased the Foot building and engaged in the meat business.

Lansing—The Robson Bros. Carpet Co. has filed articles of association, with an authorized capital stock of \$10,000.

Traverse City—The grocery firm of Pierce & Freeman has been dissolved by mutual consent, the former succeeding.

Lansing—The Donsereaux Clothing & Grocery Co. has purchased the grocery stock belonging to the estate of the late R. B. Shank.

Beulah—Ansel Case has retired from the hardware firm of Barker & Case. The business will be continued by Orlean Barker.

Allegan—John C. Stein & Co. announce that they are going out of business at Martin, and are advertising a closing-out sale.

Lakeview—Will Rae has sold his interest in the firm of Robinson, Gaffield & Co., dealers in groceries and meats, to W. J. Gaffield.

Menominee—G. H. Nicholas has established a knitting goods store on Main street and will handle special lines of knit goods, including lumbermen's supplies.

Mesick—H. L. Gladwin, formerly engaged in the drug business at Merrill, has decided to engage in the drug business at this place.

Charlotte—Frank Curtis has purchased the interest of his partner, John Haun, in the grocery business and will continue at the old stand.

Jackson—Benjamin D. Legg and Eugene J. Fogell & Co. have merged their grocery business into one firm under the style of Legg & Fogell.

Homer—Frank Mount and Robert Jones have consolidated their harness and carriage stocks and will continue business under one firm name.

Hillsdale—Cunningham & Aldrich have sold their lumber yard to Robert Corlette and will devote their attention to their coal, wood and ice business.

Ionia—Modavis & Co. have leased a store building and engaged in the bazaar business. They also conduct a store at Romeo and at other towns in the State.

Lake Linden—W. C. Jilbert, conductor on the Hancock & Calumet Railroad, has purchased the meat market of Hodges & Opal and will add a line of groceries.

Lansing—L. H. Saunders has purchased of M. M. Parks an interest in his meat market on Washington avenue north and the firm name will be Parks & Saunders.

Homer—Hartung & Hessmer have sold their millinery stock to Mrs. Harry Beedon, of Chelsea, and Mrs. L. V. McArdle, of this place. The firm will take possession Sept. 1.

Detroit—Patrick A. Ducey has become a special partner in the firm of John L. Dexter & Co., dealers in flour, hay and salt, contributing \$10,000 in property at cash value until July 5, 1901.

Cassopolis—F. L. Tompkins and W. G. Bonnie have formed a copartnership under the style of Tompkins & Bonnie to engage in the purchase of grain and wool at this place and at Penn.

Menominee—Mrs. C. E. Dyer, dealer in wall paper and paints, has filed a petition in bankruptcy. It is believed that the estate will be able to pay the creditors 20 or 30 cents on the dollar.

Owosso—L. D. Wilson, grocer at this place, has uttered a chattel mortgage on his stock for \$6,000 in favor of Phipps, Penoyer & Co., of Saginaw. The business will be discontinued.

Sault Ste. Marie—Frank Leins, a graduate of the Laporte, Ind., watch-making school, and also of the optical department of that institution, has opened a jewelry store on Ashmun street.

Eaton Rapids—W. Vaughn & Son are building a four-story elevator at the Michigan Central depot, which it is claimed will be one of the best and most conveniently arranged on the line of the road.

Marshall—Mr. McGee, of the Great Union Tea Co., and Herbert Ferguson have formed a copartnership and engaged in the bakery business in the building formerly occupied by Mr. McGee.

Escanaba—M. R. Young, who for some months past has been engaged in the grocery business at 612 Ludington street, has sold out to J. H. Everett, who will continue the business at the same location.

Manton—Joseph Berry, meat dealer at this place, and John Hubbell, book-keeper for the R. G. Peters Lumber Co., have formed a copartnership and will continue the meat business in the building formerly purchased by Mr. Berry.

Elmira—John Imerman has retired from the firm of Markus & Imerman, dealers in dry goods, clothing, boots and shoes and men's furnishing goods. The business will be continued under the style of A. Markus & Co.

Detroit—The Heller Mercantile Co. has mortgaged its property and stock of goods at 982 and 984 Michigan avenue to Julius J. Levy for \$700 and another to George S. Field, in trust for half a hundred creditors whose claims aggregate \$4,014.

Lakeview—Isaac Netzorg has purchased the interest of his partner, Solomon Gittleman, in the clothing, dry goods, boot and shoe firm of Netzorg & Gittleman. Mr. Gittleman will engage in business on his own account in the near future.

Manistee—The Manistee Business Men's Association is at work on a plan to institute a sort of municipal holiday to occur about the middle of August. The Orchard Beech resort will doubtless be the place chosen for the entertainment of the crowds.

Manton—J. H. Jones and Lambert DeVries have purchased the warehouse and grain interests at this place of Morris Kent & Co. and will combine same under the style of Jones & DeVries. They will also deal in agricultural implements and will establish a lumber yard in the near future.

Manufacturing Matters.

Inlay City—John S. Marshall is building a new planing mill here.

Lansing—The Lansing Wheelbarrow Co. has filed notice of increase of capital stock to \$100,000.

Fergus—The Hilderbrant Lumber Co. is the name of a new enterprise recently established at this place by John Hilderbrant and Joseph Serr.

Lengsville—John Mansfield, President of the P. L. Sherman Co., manufacturer of coopers stock and dealer in general merchandise, is dead.

Jackson—Crockett & Parmalee, proprietors of the Jackson Mill Machinery Manufacturing Co., have merged their business into a stock company under the same style.

Charlotte—The Willow Creek Creamery Co. has recently been organized at this place, with a capital stock of \$5,000, and will soon be fully equipped to begin operations.

Saginaw—Bliss & Van Auker have begun the manufacture of maple flooring in their new plant. The plant would have been in operation several weeks ago had there not been delays in securing machinery.

Saginaw—The American Fiber Co. has been organized, with a capital stock of \$200,000, to engage in the manufacture of articles made of wood pulp. The members of the firm are W. Settfardt, E. Achard, W. Barie, F. R. Ganschow and H. H. Brix.

St. Joseph—The Peters Lumber Co. is building trams and will put in an overflow yard on the bayou, which will afford additional storage room and also render it more convenient for shipments over the Three I Railway. The company will shortly add a planing mill to its plant.

Detroit—Articles of association for the Detroit Motor Works have been filed. The corporation will manufacture gas and gasoline engines, launches and automobiles, and has a capital of \$10,000, of which \$3,000 is paid in. R. E. Hardy holds 998 shares, S. T. Hardy one and R. H. Scott, of Lansing, one.

Detroit—Articles of association have been filed with the county clerk for the Zenith Portland Cement Co., incorporated with a capital of \$700,000, of which \$300,000 is paid in. The company is to manufacture Portland cement in Jackson, Wayne and other counties, its principal office to be in Detroit. Robert H. Evans and Robert R. Bane held 32,714½ shares each; T. E. Beebe, of Cleveland, 2,570; B. H. Rothwell and Geo. Johnston 1,000 each, and Edwin T. Allen 1.

Allegan—S. A. Guard, who was until a few months ago a member of the firm of Guard, Fairfield & Co., and who has latterly been at Saugatuck, where he has milling interests, informed the Council last Monday night that he had purchased a lot on Brady street, part of the old Chaffee house site, and that he had contracts in his pocket for the material for a flour mill and for the work of constructing the same. He asked the Council to furnish him an estimate of the cost of electric power for operating the mill.

Benton Harbor—The Stevens & Morton Lumber Co. has removed to its new yards, which includes a commodious warehouse, 80x135 feet in dimensions, which will be devoted to storing all the manufactured and higher grades of lumber carried by the firm. The canal docks, which are being filled and rebuilt by J. M. Aizmendinger, will have a frontage of 600 feet and, with the roomy yard, will afford the company excellent facilities, convenient to the canal and to the Three I railroad when that line crosses the river.

Boys Behind the Counter.

Central Lake—John Vaughan goes to Big Rapids in a few days to take a course in the Ferris Business College, after which he will accept a position as manager of C. E. Blakely's drug store at Mancelona.

Calumet—John D. Kilty has resigned his position at P. Ruppe & Son's general store to accept the position with Johnson Vivian, Jr., & Co., recently made vacant by the resignation of E. T. Daume, who takes charge of the Fay stores at Elm River and Trimountain.

Ludington—B. S. Hutchinson, formerly with C. T. Cadwell, grocer and druggist at Scottville, is now with F. W. Andrew & Co., wholesale and retail dealers in books, stationery and paper supplies. "Barzy" has taken up the jobbing business of the firm with his usual vim and enthusiasm and will make his influence felt.

The Fruit Situation in Oceana County.

Shelby, July 24—Owing to the past heavy rains, red and black raspberries are still being shipped quite heavily. The first peaches of the season—Alexanders—will be shipped to Chicago and Milwaukee to-night. They are large and fine this year and the crop will be the largest since 1896. The plum outlook is not so good, some varieties not bearing at all. Pears are an average crop. So far, the quality is good.

The fruit growers of this county are hoping that the Goodrich and Barry transportation companies will keep up the freight war between Muskegon and Chicago all through the fruit season, it will be a big saving to them.

Getting the People.

On account of the absence of W. S. Hamburger from the city, the Tradesman is obliged to omit its usual advertising department this week. The department will be resumed in next week's paper.

One way to make both ends meet is to tie them together.

Grand Rapids Gossip

The Grocery Market.

Sugars—Owing to the high markets abroad and the light stocks in this country, raws have again advanced 1-16c. This makes the present price of 96 deg. test centrifugals 4½c, at which price the market is very firm and the demand is good. There has been no change in refined, but one is expected at any moment. The last advance, which put refined sugar up to the highest price it has reached in nine years, was thought by many to be the last advance, but everything tends toward still higher prices and it is now believed that we have not yet seen the maximum price. The demand is large and there has been considerable speculative buying.

Canned Goods—Jobbers have been doing less business in canned goods for the past few days, but there is still a fair demand from retailers for salmon, sardines, tomatoes and several other lines. Peas, corn and tomatoes are practically unchanged in price. The demand is very good for this time of the year. There is considerable interest in the new Wisconsin peas and a number of large sales have been made. The small fruits from Baltimore have met with a pretty good sale so far and we think now is a good time to buy, as the prices now ruling will doubtless prove to be the lowest of the season. The older the season grows, the more evident it becomes that it is to the interest of the jobber to supply himself with all the pineapples he will need. The Baltimore packers have not enough stock to cause them to worry, because they will all be sold out long before the pack of 1901 is ready, and between now and then the prices of the different grades of pineapples will have advanced higher than they were last season. While trade in some lines has been very dull the past few weeks, there has been a better demand for most kinds of canned fish. Salmon of all kinds and both domestic and imported sardines are having a good demand. There is an excellent demand for canned lobster also, but there is very little to be had, as it is about all cleaned up. There is nothing new to report regarding the catch on the Columbia River. It is becoming more and more evident each season that the Columbia River salmon is practically a thing of the past and it is only a question of time when the Columbia River catch will amount to nothing, and most of the salmon used will come from Alaska. More and more of the Alaska fish is used each year and it is giving excellent satisfaction. There is no question but that large quantities of salmon will be wanted for the armies now mobilizing in China; in fact, the demand for salmon for food for the troops in China has already set in, and this has appreciably added to the strength of salmon in all markets in this country. It is said that the Government has recently bought 10,000 cases on the coast for the army's use in China, practically cleaning up the market there of spot goods. An enquiry for salmon also has been received from the Russian government.

Dried Fruits—Trade in dried fruits is extremely light, the hot weather and the large quantities of cheap green fruits now coming into the market causing a great falling off in the consumptive demand. More reports have been received from California, telling of the dropping of prunes, but conservative dried fruit men do not regard the situa-

tion as serious as yet. It is expected, however, that the present weather conditions in California will have the effect of stopping the development of the growing fruit to a large extent and that, as a result, prunes of the larger sizes will be fewer than looked for in this year's crop. Advices from the coast state that the market on 40-50s has advanced ¼c, but there is no change in prices here as yet. There is some trade in spot prunes, especially for 40-50s, but no very large sales are reported. The California Raisin Growers' Association is now an assured success for the next three years. Over 90 per cent. of the total acreage of California has at last been secured and been signed under contract to the Association, and a contract with the California Raisin Packing Co. has been signed for the handling and packing of the total tonnage under contract to the Association for the ensuing three years. The long hot spell has greatly damaged the vines, especially where the foliage is not thick, and this has cut down the estimate to 3,200 cars. Prices on new goods will probably be made about the middle of September. There is some demand for two and three crown loose muscatels at previous prices, but stocks are very light. Apricot drying is now on all over the Santa Clara Valley. Cannery prices did not suit the growers, hence the output of dried apricots will be very large. Some very fine apricots are being dried and some that are very small and of poor quality. There will be more poor and small apricots this season than for years past. Trees in many instances were heavily loaded with very small fruit. There probably has never been so much small fruit in this line before, hence there will be a large quantity of low-grade apricots. Currants are still going up, there being two advances of ¼c each during the week, making the present price the highest for some time past. Reports from Greece state there will not be over 75,000 tons of the new crop available for export. The California fig crop is reported as promising to be the largest the State has ever produced, while the fruit is expected to be extra good quality. The prospects are for a good apple crop all over the country and evaporated apples are expected to be very cheap this season. There is practically no business done in this line now, as stocks are so nearly closed out.

Rice—Domestic stocks of good grades of rice are gradually being depleted and foreign descriptions are again attracting considerable attention. Prices are firmly held, but show no change. The growing crop is a little backward, but otherwise present conditions are favorable.

Tea—The tea market is very strong and active, with free purchasing at an advance of 1@2c per pound for the various grades. Buyers are stocking up, anticipating higher prices because of the disturbances in China. Holders are firm and, with supplies rapidly decreasing, it is believed a further advance for all grades will be established in the near future. Should the disturbances in China spread toward the tea districts it is intimated that this would cause extreme advances in all grades of tea.

Molasses and Syrups—The demand for molasses is very light, but prices are firmly held on all grades. As supplies held by first hands are small and the statistical position is gradually getting stronger, holders anticipate higher prices in the fall. Corn syrup has declined ½c per gallon and 1c per case.

Nuts—The peanut market continues firm at unchanged prices, with good demand. The demand for Brazil nuts is light, but, in view of the small stocks and small arrivals, holders are not particularly anxious to sell even at the existing high prices.

Rolled Oats—The market is strong at unchanged prices. The mills are heavily oversold and the recent shades have been withdrawn.

The Produce Market.

Apples—Astrachan and Duchess are coming in freely, commanding 40@70c per bu., according to size and quality.

Bananas—The banana market is weaker and prices have declined 10@15c per bunch below the figures which prevailed last week. The quality of the arrivals is as good as it was then and the trade is not overstocked, but the fruit cannot hold its own in competition with some of the small fruits which come in so freely now.

Beets—40c per bu.
Blackberries—\$1.10@1.25 per 16 qt. crate. Receipts are heavy and the quality is fine.

Butter—Factory creamery is in better demand on account of dairy grades running poorer in quality. Local dealers meet with no difficulty in obtaining 10c for fancy and 18c for choice. Dairy grades range from 16c for fancy and 15c for choice to 13c for packing stock.

Cabbage—Home grown command 40c per doz.

Carrots—15c per doz. bunches.

Cauliflower—\$1 per doz. heads.

Celery—20c per bunch.

Cherries—Sour command \$1.50 per ½ bu. package.

Cocoanuts—\$3 per sack of 100.

Cucumbers—20c per doz. for home grown.

Currants—75@85c per 16 qt. crate for red or white.

Egg Plant—\$1 per doz. A few plants are in market, but sales as yet are not large. There is always some call for them, but like cauliflower, which is in comparatively small supply, the outlet at this season is not especially encouraging.

Eggs—Local handlers hold the market steady at 12c for choice candled stock, which enables them to net their shippers 10@11c, according to the amount of loss off, which varies from ½ to 1 doz. per case.

Green Corn—10c per doz.

Gooseberries—80@90c per 16 qt. crate.

Green Peas—Marrowfats, 60@75c per bu.

Green Stuff—Lettuce, 60c per bu. for head and 40c per bu. for leaf. Onions, 10c per doz. for evergreen and 12c for silver skin. Parsley, 30c per doz. Pie-plant, 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—The new crop is large in amount and fine in quality. Dealers hold fancy white at 10c and amber at 8@9c.

Lemons—The lemon market is the strongest it has been this season and buyers are after everything that arrives, for which they pay high prices, exorbitant in some instances. Prices have advanced 50c per box during the week. The supply in market is not excessive, but the price is high for this season. This is partly due to the warm weather, which increases the demand to an unusual degree, and partly to the fact that receipts since June 1 have been much less than last year during the corresponding period. Unless there is an unexpected increase in the quantity shipped it is probable that prices will continue to rule high as long as the hot weather causes such large consumption.

Mint—30c per doz. bunches.

Musk Melons—Gems command 60c per basket of about 15. Osage fetch \$1.15 per crate.

Peaches—Alexanders are coming in freely, commanding \$1 per bu. Fancy yellows from Georgia have declined to \$1.25 per 6 basket crate.

Pineapples—\$1.75 per doz. The harvest is over in Cuba and is nearly over

in Florida. There will be but few from either place to come forward and trade is necessarily very narrow. The bulk of those now in market must be distributed among the nearby or local dealers, as they will not stand shipment to any distance, owing to their extreme ripeness.

Potatoes—Home grown and Ohio stock command 40c per bu. The movement is heavy.

Poultry—For live poultry local dealers pay as follows: Broilers weighing 1¼ to 2 lbs. command 10@11c per lb. Squabs, (1.25@1.50 per doz. Pigeons, 50c. Fowls, 6½@7c. Ducks, 7@8c for spring. Turkeys, 9c for hens and 8c for gobblers. For dressed poultry: Chickens command 10c. Fowls fetch 9c. Spring ducks are taken at 9@10c. Turkeys are in fair demand at 10c for hens and 9c for gobblers.

Raspberries—Black fetch \$1.25 per crate of 16 qts. Red command \$1 per crate of 12 qts.

Squash—Summer fetches 75c per 40 lb. box.

Tomatoes—Mississippi stock has declined to 60c for 4 basket crate. Home grown are beginning to come in, finding ready sale at \$1 per ½ bu. basket.

Turnips—60c per bu.

Watermelons—20c for mediums and 25c for Jumbos. The demand has improved of late, the announcement that the crop was 1,500 cars short having had a strengthening effect on the market. It is reported that the season in some localities is entirely over, and that the supply which has come forward has been but a fraction of what is generally sent out. What remains promises to sell at higher figures.

Wax Beans—Fancy stock fetches 75c per bu.

Whortleberries—\$1.50@1.75 per 16 qt. crate.

Hides, Pelts, Tallow and Wool.

Hides are slow sale and quiet. No advance in price can be forced. The country take-off is small and the receipts are light. The market can be said to be weak.

Pelts are too few to be quoted. Prices, while low, remain firm.

Tallow is steady, with a fair demand for all grades.

Wool is some firmer, due to the reaction in London on account of the closing of sales. Wools withdrawn from sale have changed hands at slightly better prices. There is no home demand, while buyers and sellers concede values to be too much below the importing point. No trade is looked for before September. The supply is ample.
Wm. T. Hess.

J. E. Gleason, a member of the former grocery firm of Gleason & Murray, at Lake City, but more recently engaged in the meat business at Cadillac, has returned to the former place and opened a grocery store. He purchased his stock of the Lemon & Wheeler Company.

Willard J. Goldsborough will shortly open a grocery store at 221 East Bridge street. The Olney & Judson Grocer Co. has the order for the stock.

Gerrit Husty has opened a tobacco and cigar store at 22 West Bridge street. The Ball-Barnhart-Putman Co. furnished the stock.

J. A. Arnsdorff has engaged in the grocery business at Hartford, purchasing his stock of the Musselman Grocer Co.

Laney Bros. have opened a grocery store at Cadillac. The stock was furnished by the Musselman Grocer Co.

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 continues light for all kinds and the market is decidedly weak. Marrows are selling in a small way at \$2@2.20; medium, \$2@2.15; pea, \$2.10 @2.25; white kidney, \$2@2.25.

Butter—We had a very dull trade last week and a rather unsettled market owing to the fact that there were several sellers willing to accept lower figures. Reasons were many for selling, the most plausible being that prices are too high and the outlook excellent for a decline on the present class of butter coming in. New York State creamery and dairy dropped off sharply the past week under more liberal offerings at producing points. Extra creamery Western sold at 19@19½¢; State, 19¢; good to choice, 17@18¢; dairy extra, 18¢; good to choice, 16½@17½¢; crocks, 16@17¢; imitations, 16@17¢.

Cheese—Firm; better demand for choice to fancy. State and Michigan fancy small cheese sold at 9½¢ in a jobbing way and a few pet brands at a fraction more. Fair to good, 8@9¢; common and poor, 5@6¢.

Eggs—Market easier on liberal offerings from Western points and only a light demand. Fancy State, strictly fresh, 13½@14¢; Western, 13@13½¢; good to choice, 12@12½¢; seconds, 7@8¢.

Dressed Poultry—There is trade enough to take twice the amount of dressed fowl coming to this market at present. The only trouble seems to be that some shipments get into the hands of commission men who have no trade for poultry at this season of the year and in most such cases returns are unsatisfactory, besides injuring the market. Fancy fowls sold at 11½¢ and a few were worked out at 12¢; good to choice, 10@11¢; springers sold at 14@15¢ per lb. and offerings were light of choice. No turkeys wanted. Ducks in very light request; quoted at 14@15¢ for young.

Live Poultry—We have had quite a good supply of fowl and a rush of spring chickens. A break in prices resulted on the latter with quite a liberal number of coops holding over from Saturday. The Tradesman has frequently advised shipments early in the week. The present break in prices is wholly due to a flood of poultry on the last day, and there is little prospect of recovering the lost ground next week. Fowl sold at 10¢ for fancy; fair to good, 9@9½¢; springers, 12½@14¢. Young ducks, if well feathered, would bring 30@35¢. Turkeys not wanted.

Apples—Quite a fair supply of good to choice red fruit, fit for table purposes, reached this market and went off quick at \$3.50@3.75 per bbl. for fancy; \$2.75@3 for choice, and \$2@2.25 for fair to good. Green stuff all too hard and not wanted at 50@75¢ per bushel. Prospects are lower as receipts will no doubt be liberal from now on.

Peaches—Receipts enormous from Georgia, hard and poor stock, and also liberal supply of prematures from Michigan and New York State of a little less attractive appearance and by far poorer quality. This week something fit to eat is expected. Prices, however, are very low, and will, no doubt, rule so, as the crop in all sections will be enormous this year. Georgia fancy sold at \$1.25 @1.50; seconds, 50¢@\$1 per carrier; Michigan and New York State, per peck basket, 20@35¢.

Blackberries—Fair supply and firm at 6@8¢.

Raspberries—Active and firmer; fancy black, 7@8¢; good to choice, 5@6¢; red per quart, 9@10¢; pints, 5@6¢.

Cherries—Scarce and firm; 8 lb. baskets sold at 50@55¢; 5 lbs., 20@30¢.

Currants—Supply heavier than expected and market lower, with only a fair demand for the finest large red. Black currants sold readily, and white dull; cherry sold at 5@6¢; small, 4@5¢; white, 3@4¢ per quart; black, 12 lb. baskets, 30@40¢.

Gooseberries—Dull; only small stuff offered, and 4@5¢ is the best that can be obtained.

Huckleberries—Easier; fancy fresh receipts, 60@65¢ per 12 lb. basket; per quart, 7@8¢.

Plums—A few wild brought 6@7¢ per quart. No other offerings.

Pears—Scarce. La Conte Southern, \$2.50@3 per bbl.; Bell, \$2.50@2.75.

Oranges—Quiet; fancy Rodi, \$4.50@5; late Valencias, \$3.75@4 per box.

Lemons—Higher. Maiori, cases, \$7.25 @7.50; Messina, fancy, per box, \$5@6; common, \$3@3.50.

Melons—Only an occasional lot of desirable offered. The bulk of the muskmelons were of the "cucumber" order and not saleable, while watermelons were only slightly better. Fancy large ripe watermelons sold quick at \$22@25, while small did not bring above \$10 or possibly \$15 per 100. Fancy cantaloups sold at \$22@2.50; good to choice, \$1@1.50 per crate; common, unsaleable.

Potatoes—Heavy supply and market weak and lower. Quality of late receipts is all that can be desired. Southern fancy sold at \$1.30@1.40; No. 2, 75¢ @\$1 per bbl.; sacks, 50@60¢; home grown, 50@55¢ per bushel. There was a heavy supply of sack potatoes of poor quality on the market, which did not bring freight charges.

Onions—Fair supply; good demand, yellow and red selling at \$1.50@1.65 per bbl.; hampers, ½ bbl., 90¢@\$1; white, \$1.

Cabbage—Fine large flat heads are selling at \$3@3.50 per 100; early sugar loaf, \$2@2.50 per 100.

Cauliflower—Market loaded down at the close of the week and prices declined sharply. Best brought 75¢@\$1; fair to good, 35@60¢ per doz. heads.

Tomatoes—Southern bushel crates were in heavy supply and lower, the best lots selling at 70@80¢; fair to good, 40@50¢, home grown and other nearby fancy selling readily at 30@35¢ per peck basket.

Cucumbers—Owing to the active demand and light receipts some high quotations were sent out, in fact, higher than the market warranted, and the result was a flood from all sections. Fancy sold down to 20@25¢ per doz. and only a few selected brought more.

String Beans—A drug at 15@20¢ per bushel.

Peas—Heavy supply at 60@80¢ per bag.

Honey—New sold at 15@16¢ per lb.

Dried Fruits—Nothing doing. Evaporated apples quoted at 3½@5¢ per lb.

Straw—Higher; active demand and light receipts. Oat and wheat bright sold at \$9@9.25 per ton on track.

Hay—Firmer; better demand. Prime loose baled, \$16.50@17; tight baled, \$16 @16.50; No. 1, \$15@15.50; No. 2, \$14 per ton on track.

Poultry for England.

Of late years England has been running short of poultry, and she is looking to the United States and Canada for additional supplies. Exports from both countries have been steadily increasing of late, and the last year the quantity sent over, especially from the United States, was the greatest on record. In 1898 shipments showed a big increase over the previous year, and included one straight shipment of twenty car loads from Illinois, the stock being shipped to Montreal and then down to Boston and on steamer, favorable freight rates having attracted it over the route.

The orders for 1899 were even greater than they were for the previous year, dealers in several markets having received orders of more or less importance, while large orders were placed in the West. Altogether these orders foot up to about 6,000,000 pounds, which is equal to 60,000 boxes, 3,000 tons, or 200 carloads. English representatives are taking small lots continually from the seaboard markets, and the season's export may be considerably more, possibly up near the 10,000,000-pound mark, as further large orders are expected.

A suit brought by a man in New York against a hair dresser for the alleged ruin of his wife's switch has been dismissed on the ruling that the hair was not the property of the husband, but of the wife, who should have been the plaintiff.

The Irish Peasant and Cornmeal.

From the Nineteenth Century.

As a rule the food of the peasantry is now more substantial and more varied than it was in times past, although in some respects it may not be, perhaps, so wholesome. The potato is still what it has been for a century and a half—the peasants' staple article of food, but there are more appetizing adjuncts to it than formerly, such as butter, eggs and American bacon. Tea, as I have said, is drunk universally in every cabin, no matter how humble, and in most cases is partaken of three or four times a day. Bakers' bread has been largely substituted for the home-made "griddle cake," except in districts remote from bakeries. Indian meal porridge, or "stirabout" (as the people usually call it) is now only eaten in the poorest cabins. It was, indeed, never popular with the peasantry. They resort to it only under the compulsion of poverty, as it is cheap. It bears the stigma of pauperism. It was first introduced into Ireland during the famine of 1847, by the government, as an inexpensive and wholesome food for the starving people, and it has been widely distributed as a form of relief during the many periods of distress through which Ireland has passed since then. The "yellow male," as it is called, therefore came to be associated in the minds of the people with times of poverty and misfortune, and I know that even the poorest families feel a sort of shame in eating it, as if it meant utterable social degradation. This feeling is, of course, to be deeply deplored. Stewed tea and inferior bakers' bread—the latter-day luxuries of the cabins of Ireland—are not so strengthening and sustaining as the old homely stirabout and milk, and must in time have a sadly deteriorating effect on the physical and mental capacities of the people.

German Physicians Must Cut Off Their Beards.

The German Emperor has issued his command, and the doctors must now cut off their beards. The Kaiser's own physician as well as the Empress's and their assistants will be obliged to shave, and the army surgeons may next expect to receive their orders. The cause of all this stir, of course, is the dangerous little microbe. The creatures, it is found, attach themselves easily to a physician's beard or mustache, when he examines his patients' throats, etc., and it is possible then for him to carry the disease in his beard to some other person. Two German professors and a French professor have studied the matter thoroughly, and the former go so far as to say that a skull cap should be worn by the physician in the sick-room.

A Natural Swelling.

Physician (with ear to patient's chest) There is a curious swelling over the region of the heart, sir, which must be reduced at once.

Patient (anxiously): That swelling is my pocketbook, doctor. Please don't reduce it too much.

D. Boosing

General
Commission Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

EGGS WANTED

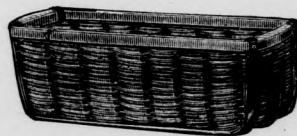
I am paying spot cash for eggs in ear lots or less. I also want dairy butter, packed in 30 and 40 and 60 pound tubs, selling from 14c to 17c, according to quality. Dressed poultry in good demand, selling from 11c to 12c. Any further information you wish write or wire me and I will answer promptly.

Correspondence solicited.

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

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

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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.

BOUR'S COFFEES MAKE BUSINESS

Fruits and Produce.

Poor Season for Apple Exporters.

The export apple season of 1899-1900 closed on the first of June. The total shipments from the United States and Canada were 1,300,324 barrels, against 1,216,182 barrels for the previous season. It must not be inferred, however, from this increase of 84,142 barrels that the year was a prosperous one either for our own or Canadian shippers. The very reverse is unfortunately true, a review of the season making very melancholy reading for every one nearly concerned, excepting always the farmers, who, having disposed of their apples at profitable prices early in the autumn, feel satisfied.

The demand ruling on the other side of the Atlantic was, taken throughout the season, quite equal to the absorption of the usual amount of sound fruit. The difficulty was that the apples leaving our shores frequently arrived at their destination in very poor condition. As a consequence, thousands of barrels did not realize enough to pay cost and freight, and reclamations were made upon our unfortunate exporters, some of whom declare that for them the season just closed was the worst on record. The great majority of operators, indeed, suffered losses to a greater or less extent.

The losses, in so far as American fruit was concerned, were due wholly to the bad quality of the apples. Warm, dry weather, followed by wet weather, interfered with the keeping properties, and must be held responsible for the unmarketable state in which the fruit landed in Great Britain. There is always, of course, a disposition to ascribe unsatisfactory results to bad packing, careless handling, etc., but for this there is little, if any, real justification. From Liverpool there come some complaints of poor packing, but they relate chiefly to Canadian goods.

Establishment of the First Factory Creamery.

Prior to 1872 no such thing as a creamery or butter factory had been known. The small farmers of New England who were well provided with pure water, mountain pastures and other favorable conditions, had provided the cities with a small percentage of good butter at an early day, and Herkimer and Orange counties, N. Y., extended the art and developed great interest in cheese, as well as buttermaking. The Western Reserve, of Ohio, followed these, and in this limited area prior to 1872 was produced all the fine butter worth naming. All the butter coming from the Great West was denominated in the

markets as "Western grease." Think of all the Fox River country of Illinois and of its broad prairies everywhere, likewise Iowa, whose butter and cheese product to-day, added to its home consumption, equals \$50,000,000. Think of all this being of the lowest grade of stuff. But in 1872, John Stewart, of Manchester, Iowa, invented a creamery. The world had never known a butter factory. On Spring branch, where was plenty of spring water, he built a building and began to buy the milk from his neighbors. In 1876 he showed up at Philadelphia and took the world's prize for fine butter. It opened everybody's eyes, and it opened up new resources in the West, Iowa to-day having over 650 creameries and nearly 100 cheese factories. Other states well situated have made similar improvements.

The manufacture of butter has been evolutionized since Iowa first started the creamery. Thirty years ago the quality of the butter was indicated in the market quotations by giving the locality where it was manufactured. Western reserve butter was considered prime. There were some other butters that were at the head of the market in those days, but much of it was of the poorest quality. The creamery made it possible for every family to have good butter on the table at a cheap price. Farmers find it more profitable to dispose of the product of the dairy to the creameries than to make their own butter. Thirty years ago no butter was exported. A large part of the product of Iowa creameries now goes to Europe. The value of butter produced in Iowa has added immensely to the prosperity of the State. In this great and important industry Iowa has led and Iowa butter is considered the best in European markets. Denmark butter ten years ago was preferred in European markets, but we have outclassed that country.

Wonderful Egg Nutrient.

A French professor named Balland, states that 25 per cent. of the egg has a nutritive value. The remainder is water. The meat of 10 eggs equals about one pound meat. From this latter analysis of the professor, 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.

"I wish I could liquidate my ice bill as fast as the ice liquidates on the front steps," said the sad-eyed householder.

Fruit Venders Win Ten Thousand Dollars.

From the Kansas City Times.

On the strength of a quiet little tip that was sent over the wires from the trackside by some one who was evidently pretty well posted, a half dozen Italian merchants of the North End cleaned up a cool \$10,000 on a single race at the Derby pool rooms in Kansas City, Kan., last Wednesday. The horse upon which the nifty fruit venders placed their money was Milwaukee, and the odds put up by the local bookmakers were 4 to 1. Nobody except the lucky Italians were on to the "good thing," and there were three or four horses in the race that had preference in the betting.

It was when the first betting was announced by the operator and posted on the big blackboard that five of the Italians walked up to the little wicket and shoved \$500 apiece into the hands of the ticket writer.

"Milwaukee to win," said each of them.

"Two thousand to five hundred," said the ticket man as he raked in the money, and handed back a small card to each of the players that was worth just \$2,500 fifteen minutes afterward. Following these came a shower of small bets ranging from 50 cents to \$5 from those who were willing to risk a small amount on the luck of the Italians.

Thomas Carey, who is one of the owners of the pool room, watched the betting as the men shoved and scuffled for a place at the window and he seemed to enjoy it. He looked to be rather amused than interested, and there was not the anxiety apparent that was noticeable in one of the men who nervously twitched a \$1 ticket in his hands, watching the finish of the race which would decide whether he was \$4 better off or \$1 poorer.

The crowd had gone wild very suddenly over Milwaukee, and the tide of the betting turned toward the choice of the Italians, without any reason other than the knowledge that the horse had been tipped, for the form did not figure that Milwaukee had a chance to get inside the money.

Somebody asked Carey if he was going to close the race up before the start.

"No, sir," replied the bookmaker; "we will take every cent they have got, and more, too. That's the way we win our money, and the way we like to lose it—in big piles."

"The race is off," the operator announces, and there is a hushed murmur over the hall, followed by a perfect silence that is only broken by the chatter of the telegraph instruments. The favorites get off together and Milwaukee is not heard from at the get-away. At the quarter a stranger is in the lead, and the crowd grow suspicious. It may be he who will win the race. The next time the runners are heard from Milwaukee is the third one mentioned, and the crowd breathes a sigh of relief. The next time the Italian favorite is second, and only a length behind the leader. Into the stretch they go, with Milwaukee still holding second place, and then comes the painful wait.

"And the winner!" said the operator,

and the instrument stopped ticking suddenly.

"Come on, Milwaukee!" the players were saying all over the room, and some of the men were bending over beating their knees with their hands in the imagination that they were bestride the horse they were so anxious should win, that was hundreds of miles away. The instrument began to clatter spasmodically.

"And the winner again—it is Milwaukee!" said the operator with an energy that betrayed his own interest in the race.

The crowd had won, and the winners rushed forward to get their money.

Successful Without Extended Education.

From the New York Commercial.

The serious illness of Robert Graham Dun at Narragansett Pier brings sharply into the public eye the career of a man who was one of the American pioneers in the business of giving ratings to men in trade. His active business career covers a period of almost sixty years, for he was a clerk in an Ohio general store as long ago as 1841, and did not enter the employ of Tappen & Douglass Commercial Agency in this city until 1850. Nine years later he became sole proprietor of the business, and has been at its head for forty-one years. Its wonderful expansion and the profits which it distributes were well illustrated half a dozen years ago when the defalcation of Erastus Wiman and the trial that followed made public for the first time some of the agency's details. The loss of the firm by that affair required six figures in its definition, but it made no more impression upon Dun himself than the dropping of a nickel does on the ordinary mortal.

It is quite generally admitted among business men that Robert G. Dun has been for years the best informed man in America on general mercantile and financial affairs, and it is altogether probable that he has been brought into quite as close connection with the powers in American business as any man of his day and generation—and yet he was almost without education, having had only the training of Ohio country schools up to the age of fifteen. Such examples as his seem sometimes almost to discredit all the arguments for "the college man in business."

Mr. Dun's home at Narragansett is regarded as the finest one there, and he has spent a vast amount of money in building up the pier as a fashionable watering place.

Wool in Chicago Store Houses.

Dealers in wool say there are about 12,000,000 pounds now in the warehouses of Chicago. The market is slow, but in three months it is believed prices will be up again. Owners of new clips are bulls and will not sell at present prices. Silberman Bros. sold one batch of mediums last week to Eastern manufacturers at 22 cents a pound.

It is easier to take things as they come than it is to part with them as they go.

ESTABLISHED THIRTY YEARS

We are shipping our Fancy Acme Tomatoes and Cucumbers this week.

We have a thousand boxes Fancy Verdelli Lemons to be sold at six dollars.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 25, 1900.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of July 18, 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 twenty-first day of July, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

MOSQUITOES AND MALARIA.

There are fads in everything. People are greatly given to taking up notions in every line of thought and department of life, and whether their fancies be intelligent or absurd, reasonable or ridiculous, makes little difference to those who adopt a fad.

There are fads in so-called science, and the most pretentious stickler for regularity is as liable to them as is the most ungovernable devotee of empiricism, and the notion, once adopted, is not only maintained, but is propagated with all the zeal and fanaticism that professional intolerance can muster.

Among the notions which have become prominent in pathological treatises in recent years is that which claims that the mosquito is a generator and propagator of the diseases which are commonly called malarial.

It used to be held that low-lying, marshy regions, where there is a great deal of animal and vegetable decay under almost constant conditions of heat and moisture, were classed as specially malarial, the diseases occurring there being attributed to the poisonous matters taken in the human body directly from the water or air, or from both.

It was commonly supposed, and with apparent good reason, that there are floating in the air or in the water of such regions vegetable or animal germs which are capable of causing in the human subject intermittent and remittent fevers recurring at regular periods. It is now claimed by certain theorists that such fevers are not, and can not be, caused directly by the conditions mentioned, but are wholly dependent on the mosquito. She, for only the female mosquito performs this dangerous office, must first take the malarial poison into her own body and there develop it before it can be imparted to the human subject.

Under such a supposition, people may

live in swampy regions in the tropics, breathing a spore-infected atmosphere and drinking germ-laden water with impunity. Their only danger is in being bitten by mosquitoes. This matter has been talked and written about more or less in the past few years, but the actual details of a discovery of the processes by which the mosquito becomes an active and only agent in the preparation and propagation of malarial poison were apparently first put forth in a paper by Patrick Manson, lecturer on "Tropical Diseases" in St. George's and other hospital medical schools in London. It was first printed in the London Lancet, in May last:

This is a piece of knowledge of the utmost importance to mankind, for we know that malarial disease in tropical countries—which, after all, in the future will be the most important parts of the world, seeing that they can produce more food than temperate countries and can, therefore, support a larger population—causes more deaths and more disposition to death by inducing cachectic states predisposing to other affections than all the other parasites affecting mankind put together. We know now in what way this parasite is acquired.

There are several sorts of mosquitoes, and only one is capable of manufacturing and propagating the germ of malarial fevers. It is, of course, necessary to know which is the dangerous enemy to the human race. The following information is given by the author quoted. The noxious sort is an "anopheles." The non-noxious is a "culex." The following directions are given to distinguish the difference:

If you find a mosquito clinging to the wall or other surface you can tell which genus it belongs to by its posture. If the body is stuck out nearly at right angles to the surface on which the insect is resting, it is an anopheles. If the body is almost parallel to the surface it is a culex. There is another test which is easily applied if you have a pocket lens: in culex the two organs known as palpi are rudimentary and very short; whereas in anopheles those organs are almost as long as the proboscis.

It should be remembered that the male mosquito is not a bloodsucker and, therefore, is not dangerous. It is the female anopheles which transmits the disease. The mosquito larvae inhabit stagnant or slow-running water. If a mosquito larva be found with its head downwards, the body hanging at right angles to the surface of the water, it is a culex; if the body lies parallel to the surface of the water it is an anopheles. There are other points of difference with which I need not now trouble you; those referred to suffice for diagnosis between the innoxious and the dangerous mosquitoes.

There does not seem to be any special need of a mosquito to generate malarial poison when the conditions which prevail in the marsh lands of tropical countries are apparently so capable of doing it. And if a fly or gnat or mosquito is necessary to create malarial fevers, where is the fly that makes yellow fever, and scarlet fever, and typhoid and typhus and all the other dangerous fevers? It is easy to believe that a mosquito or a common housefly, after inserting her proboscis into the flesh of a person affected with smallpox or other infectious or contagious disease, could convey it to another person; but it will require very conclusive proof to satisfy scientific and unscientific people with the mosquito-malaria story. It is hard to swallow.

There would be more discussion of the war than there is now at the crossroads stores if the natives knew how to pronounce the names of the Chinese towns where murdering has been done.

ENGLAND'S SUPREMACY.

The most casual reader of the foreign periodical is not long in discovering that for some reason or other England is not regarded with affection by the countries of Europe. In spite of the fact that the Emperor of Germany calls the Queen of England grandmother, the German nation as such does not like the English and is not unwilling to say so. France has not forgotten Waterloo and is not likely to forget it, and the cartoonist who represents the Frenchman pacing the shore of the English channel and shaking his fist at the country on the other side fairly represents the present condition of things in the turbulent mind of France. Belgium "lies low," but she thinks and her thoughts are not kind ones when England is the subject; and so one after another of the countries of Europe will be found with their sympathies not with England, and this has led to an attempt to answer the omnipresent Why?

In the first place England has committed the unpardonable sin of being a success. Heaven planted her in the turbulent Atlantic and, instead of bewailing her fate, she "turned to" and forced the waves to help her. The Mediterranean when England began was the sea of maritime endeavor. The center of the business world, that inland sea was found sufficient for the world's traffic and little, far-off England was not considered as amounting to much in those early days and did not. Now and then she was heard from and always to some purpose; but the countries bordering upon that busy sea had their own affairs to attend to and the little island was left to herself to buy, and sell and she made the most of the chance and prospered. The grass upon her meadows was turned into wool. Her coal became known and was sought for. Iron was dug from her mines and, fashioned by her brainy fingers into articles of usefulness, was sent into every quarter of the globe, in ships which those same brainy fingers had built. That last did the business for England and for the world. She turned her seeming misfortune of position into an advantage and the commercial center of Europe, finding through England's industry and genius that the Mediterranean Sea was too small, took up her quarters in London and through the medium of English ships made the Atlantic the commercial roadway of nations and the English metropolis the capital of the trading world. The island had passed from obscurity to the throne and the earth acknowledged her pre-eminence. That she has earned her place, that she deserves it, has nothing to do with the question. She has outstripped her competitors, and they hate her for it.

Had England enjoyed her triumph in silence, the hatred would have existed, but it would not have been so pronounced. It is not in the Anglo-Saxon nature, however, because it is not human nature, to be a success and to be quiet about it. The Saxon "I" became the prominent pronoun in talks of human accomplishment. The possessive singular, needlessly emphasized, was constantly brought forward and "my" handicraft and "my" ability, the pride of the Englishman, became the sneer of the European, founded as it is on fact, and has created a deep-seated jealousy in the hearer's heart, which has grown and strengthened as the fact has come to be admitted. Nobody questions a single English accomplishment, but, acknowledging it, we want to hear no more about

it. The "wool sock" is England's glory and we are willing the Chief Justice should use it for a cushion if his countrymen so will. England is the "Mistress of the Seas;" she has dotted the island with her manufactories, and London is the center of commercial interest; but can we not dine occasionally without admitting the fact? We are all human, and while according to the English standard England is the foremost nation of the earth, the rest of us have done the world some good. England does not concede this and the countries of the continent hate her for it.

The fact is England brags. Worse than that she makes her vaunting true and so long as there is no sign and so no hope of her being surpassed by Europe in anything, those who are outstripped can only hear and hate her and stand ready to make the most of any mistake which may come from her usually unerring hands.

MAMMOTH AMERICAN CITIES.

The census office has announced the returns in population for the District of Columbia, on the theory perhaps that the capital of the Nation was entitled to the first official report. The district has a population of 278,718, which is an increase of 48,326 over the returns of 1890.

Undoubtedly when the official figures are submitted for the leading American cities all will be shown to have increased tremendously in the ten years since 1890.

New York, Chicago and Philadelphia will perhaps lead in the percentage of increase among the giant cities, in the order in which they are named. Official figures showing their relative growth are awaited with interest.

When New York City was consolidated with Brooklyn and Greater New York created on January 1, 1898, the population of the consolidated city was set down at 3,200,000. These figures put Greater New York next to London with 4,400,000 and followed by the three next largest cities of the world in this order: Paris with 2,500,000, Berlin 1,800,000 and Vienna with 1,500,000 population.

Greater New York's estimate is approximately correct and will insure it rivalry in population with London. Chicago, which in 1890 had a population of 1,008,576, will probably step up close enough to Vienna to take sixth place, while Philadelphia, with population in 1890 of 1,044,804, will have to be content with jogging along behind Porkopolis.

There will be sufficient growth in all to excite the pride of Americans and to make us continue the boast that we are rapidly becoming the biggest of all-round folks on earth.

Besides trade quarters there are in New York many districts which are almost exclusively occupied by foreigners belonging to particular nationalities. Some of these have interesting features, but the larger number are only remarkable because of their greater dirtiness, and their apparent total neglect by the city authorities.

China owes half a billion of dollars to nations who have supplied her with progress and civilization and the means to carry on war and kill Christians.

The moving sidewalk is regarded as a great thing at the Paris Exposition. It was at the Chicago Fair years ago.

Chicago feels bigger than she really is, and finds fault with the truth-telling census reports.

FANATICAL SANITARIANS.

Man, apparently, is born to die. From the moment he is ushered into this life a helpless infant, until his very last moment in it, death is always near at hand.

Nevertheless, while he should take proper precautions for the protection of life and health, and, as a public official and philanthropist, it becomes his duty to look after the protection of the people for whom his position makes him responsible, the most unwise thing he can do is to worry his mind about the dangers to which he is exposed. This, however, does not absolve him from the obligation to look after both private and public hygiene; but he should never become fanatical on the subject.

Perhaps there is no one of the ills to which flesh is heir that is creating such fanatical alarm as is caused by "consumption," or, more scientifically, "tuberculosis." This disease has long been known to cause more human deaths than can be credited to any other one disorder, and it is always steadily at work, without regard to times or seasons, until finally it has aroused to extreme alarm not a few medical men and sanitarians.

In the Sanitarian for July appears a translation, from the French, of Dr. Francisque Crotte, of Paris, in which is made this startling statement:

It is scarcely fifty years since tuberculosis is really known—that is to say, that it has taken a development and is spreading with alarming proportions. To look at the statistics in Europe is enough to give us a shudder when we see that in England, especially in London, about 75 per cent. of the population are suffering from this terrible scourge; in Russia, 40 per cent.; in Germany, about 35 to 40 per cent.; in France, 30 to 40 per cent.; in Italy and Spain, 35 to 40 per cent., and in America, 50 per cent.

It is impossible to believe that one-half the population of the forty-five states of the American Union, and three-fourths of the people of England, are infected with consumption. There is no means of ascertaining such a state of things, and in default of any proof on the subject, it must be held that Dr. Crotte's statement is nothing more than a rash and utterly unfounded assumption, but so wildly excited have some medical men become on the subject that the most radical measures are proposed.

Not many months ago a physician in California, becoming suddenly alarmed at the fact that the "Golden State" is largely resorted to as a sanitarium by consumptive patients, proposed that a strict quarantine should be declared at all points on the State frontiers against consumptives and that every one should be sent back to the place from which he or she came. Another person, equally fanatical, proposed that all consumptives should be prohibited by law from marrying and that all applicants for marriage licenses be subjected to a physical inspection, and marriage permits be granted only to persons absolutely free from bodily defects. A writer in the Sanitarian, commenting on Crotte's views, says:

To stop the ravages and the spreading of tuberculosis, energetic measures must be taken, the same as for epidemics of other contagious diseases. The Government and the Board of Health should intervene; in each state, in each county or city, a committee should be elected ordering every citizen to be physically examined; the sputa should be analyzed and a thorough examination of the condition of the lungs made. This is done to protect us against smallpox. Why not take the same measures against the equally ter-

rible plague, tuberculosis? Thereby we would know where the enemy lies, and energetic measures could be taken to disinfect the dwellings, treat and send the patients into hospitals or sanatoria, thus separating them from those yet free from the disease.

It is easy to see that if already from 50 to 75 per cent. of the human race are infected with consumption, the population of the planet is on a rapid road to extermination, and this is too unreasonable and improbable to be treated with any consideration. Moreover, if a majority of the people of the various countries are already tainted with tuberculosis, it will be impossible for the sound and uninfected minority to subject the majority to the radical and proscriptive laws that have been proposed.

Therefore, the fanatical alarmists will simply have to abide by the existing conditions.

There are widely differing views about the curability of consumption, as there are on every important medical subject. There are, however, good reasons to believe that the disease is curable under proper treatment. A dry climate, with dry and well-ventilated houses for the patients, in a pure atmosphere, free from fogs and dust, with free exposure to sun and air, with proper attention to diet, which must be nourishing and easily digestible, are conditions most suited to the care of consumptives.

It is certain that many declared cases have been cured, and this fact should give encouragement to sufferers. Great harm has been done by recommending particular localities to patients without regard to the condition of the patients and with little or no knowledge of the locations themselves, because the same treatment is not necessarily suited to patients indiscriminately.

It requires some show of strength, but very little brain, to rock a row-boat enough to scare timid people who happen to be in the same boat with an ill-mannered fool.

The missionaries now needed in China must have improved rifles and long-range guns handled by men who can send Boxers to a better world immediately.

Men with unbalanced minds can be induced to assassinate public officials who are continually slandered and abused by blackguards for political purposes.

Minister Wu is struggling nobly to maintain his peaceful residence in Washington. Even the heathen know how to appreciate a soft government job.

Autograph cards are coming into style. It will be hard on those who do not know how to write their own name so it can be read.

People who seldom wash themselves all over at home fill their letters full of bathing reports when they visit a sea-side resort.

Blending is good for certain brands of whisky; but the blending should not be done in a man's stomach, in large quantities.

Labor agitators are now doing all they can to suppress prosperity. They ought to know that a presidential campaign is coming on.

A "logical candidate" for office is one who deserves but does not get the place.

OUR TRADE WITH CHINA.

Next to Great Britain, the United States enjoys the largest trade with China, and our trade is more particularly with the northern treaty ports—that is to say, with the very sections in which the insurrection now prevails. No country, therefore, suffers as much in loss of trade as a result of the war as does this country; hence it is perfectly correct to say that no country has such a vital interest in the present turn of events in China as has this United States.

Since the outbreak of hostilities our trade with China has practically stopped. In the disturbed districts, of course, there is no trade whatever with the outside world; while in the districts yet peaceable there are so much distrust and apprehension that merchants are not making new purchases, and this conservatism may be expected to continue until the existing insurrection is at an end.

Just how soon there will be a return to normal conditions in China no man can foresee. Should the rebellion extend all over China, and it is highly probable that it will, it might take years to subdue the Chinese. Again, it is within the possibilities that they will arrange peace as soon as they have sustained an important defeat. Whether the end comes sooner or later, it is more than likely that it will bring with it a great revival of business.

Experienced observers believe that the result of the present upheaval in China will be a complete revolutionizing of the relations of China with the outside world. The whole country, it is thought, will be opened to foreign trade, and the United States, having already acquired a foothold for its products, will be in a position to profit extensively by the improved condition of things.

The result most to be feared from the present state of things in China is the practical disintegration of the empire. The arranging of spheres of influence by the powers would be injurious to American trade interests, as it would deprive the merchants and manufacturers of this country of the freedom to trade all over China, which they have hitherto enjoyed. The very ports which have been our largest customers would probably, under the sphere-of-influence plan, fall under the domination of Russia, with the result that our trade with them would be soon shut off altogether in favor of Russian commerce. The only portion of China in which we could hope to secure a free market would be in the British sphere, not now our most promising trading ground.

The people of the United States have, therefore, a very important trade interest in the progress of events in China. While the Chinese must be punished for their treachery towards our representatives and citizens, the integrity of their empire ought to be preserved, although the government should be reconstructed. The dividing up of China among European powers would be extremely damaging to our interests, hence should be opposed by us as much as possible.

RECIPROCITY WITH GERMANY.

After many delays and more or less friction an agreement has at last been arrived at with Germany with respect to a reciprocity treaty, and the consummation of the agreement has been proclaimed both at Washington and Berlin. The full terms of the treaty have not yet been made public, but it is

known that certain reductions on American goods have been made in the German tariff and that some concessions have been allowed German goods by us, the most important concessions being in German wines.

The most important and satisfactory feature connected with the consummation of the treaty negotiations is not the concessions which have been gained for our products so much as the better feeling which the arrangement is calculated to bring about between the two countries. There can be no denying that many recent events, more especially Germany's treatment of American meats, have not tended to improve the relations of the countries, and at one time a tariff war was even threatened. All these unfavorable impressions have now happily been removed, and no doubt the way has been paved for a perfectly satisfactory arrangement on all points yet in controversy.

The social and legal status of the man in shirt sleeves, a momentous matter for a man at this season of the year, has been passed upon recently by the court of law and chancery in Norfolk, Va. The decision was adverse to shirt sleeves. Nothing is known as to the nature of the shirt, whether it was a plain white one or a "fancy" one, or a "mixed fancy," and nothing is known of the man except that his name is printed H. Garrett Smith, that he had a first-class ticket for the Chesapeake and Ohio Railway Company's steamer Louise, and that he happened aboard the steamer in his shirt sleeves, whether in this condition from necessity or choice not being known. The first-class ticket augurs that it was from choice. Be that as it may, the ship's officers refused to allow him to travel in the saloon, contending that in shirt sleeves he was not properly dressed to appear in the presence of ladies. Mr. Smith sued the company. The jury brought in a verdict against him.

A late enquiry into the subject of why women live longer than men offers a number of reasons not usually taken into consideration when this matter is weighed. Among them are the less unhealthy occupations followed by woman; her greater patience in trouble or pain, and the chief work of her life, that of the household, being as a rule in line with her likes and desires. Strange to say, that sometimes-hinted cause for the sex's greater length of days, her needing more time to see that her hat is on straight and to say good-bye, is not even mentioned.

Property makes a citizen conservative. A man who has nothing to lose can easily be persuaded to become a radical socialist.

There is a hope that Chinese fire-crackers will never again be used to celebrate Fourth of July in a Christian world.

It is when and where there is not a book or paper in sight that a shallow man thinks he wants something to read.

The true inwardness of trusts will come out in time. A sausage trust has been established in New York.

The pride that goes before a fall may exist in the fat woman who is showing herself off in a hammock.

People who have never been tempted do not know whether they are alive or not.

Clothing

Desirability of Turning Clothing Stocks Frequently.

No up-to-date retailer in these days of close competition needs to be told that one of the most important factors in his business success is the number of times that he is able to turn his stock in the course of the year. Every dollar's worth of merchandise in stock means so much capital locked up; means so many chances taken and risks run in the hope of a profit. Every dollar's worth of goods that has to be carried over from season to season means a loss of interest on capital invested and very often a loss of a part of the capital itself. A man may do a thriving business and yet find that his profits are a mere pittance because of the large quantity of merchandise he carries over from season to season. Thus his ability to buy for cash is lessened, his dependence on his creditors is increased, and his inability to put the latest styles before his trade weakens his hold on his customers. The number of times a year that stock is turned determines the amount of interest realized on capital invested, the degree of risk or loss from locked-up capital and unsaleable merchandise, and the extent to which a man is able to be up to date in the lines he carries. Consequently, the ability to turn stock often is a most important element in business success.

There is one retail store in New York where, we are informed, stock is turned at least twelve times a year. This clothier does a strictly cash business. He buys in very small quantities and he watches his stock with unremitting diligence. It is not possible for many men to turn stock as frequently as this man does, just as it is not possible for every man to do a strictly cash business or to call on the wholesalers every week in the year for the purpose of keeping in touch with the market; and yet an approximation to such methods is possible.

The trouble with too many retailers is that they allow themselves to make large purchases when it would be better to place small orders and repeat often if need arises. It is better, under prevailing business conditions, to go to this extreme than to the other. If the goods desired are all sold, the market, in these days of competition between wholesalers, is pretty sure to offer something more attractive in their stead. In any case, it is better for many a small retailer to send an occasional customer away without making a sale than to carry over an excessive stock of goods from season to season. The manufacturers, also, are benefited by this policy, for the purchasing power of the retailer is a vital matter to them. Furthermore the disorganization caused in the wholesale trade by the evil of cancellations can not be permanently relieved except by the caution of the retailer in placing his orders.

The ability of a retailer to keep his stock small depends upon his keeping in touch with the wholesale market. Never before were there as many manufacturers advertising and sending out sample swatches and quotations of goods to all parts of the country. The retailer ought to study the advertisements in his trade papers and the samples and quotations sent to him, making and comparing notes of styles, qualities and prices. He ought to make a point of visiting the largest wholesale center in his section of the country at least

once each season. By this means he enlarges his acquaintance in the wholesale trade and obtains first-hand knowledge of business conditions. In this manner he is prepared to appreciate good opportunities for purchasing and to seize them when they come along. The larger his acquaintance in the wholesale trade, the larger will be the offerings of goods brought to his notice by mail or personal representation and the easier will it be for him to secure quick deliveries of goods—a matter of great importance to the man who would keep his stock small. Of course, time and money and good hard thinking must be spent in keeping informed of trade conditions, but the up-to-date merchant's ambition is to be a good buyer, and he is ready to pay the price.

But if he is to know what quantities and qualities of goods to buy, he must be thoroughly informed concerning the condition of his stock and the nature of his sales. The proprietor of a retail store should require exact daily reports from his clerks on the condition of every line of stock he carries. He should know every morning the quantity of goods sold the day before in each line and the character of the sales. Some clothing houses enter in a card catalogue every piece of goods bought, and at the end of the day the sales slips are gone over and an entry of every piece sold is made on the same cards. We have described several such plans in this paper. The proprietor is thus enabled to tell at a glance just what lines to push, to drop, or to duplicate. This day-to-day knowledge of the condition of stock is of primary importance to the man who would keep his stock small.

Without such knowledge he can not tell what to purchase, nor can he perfectly direct the efforts of his salesmen. If a line of goods is selling badly, he knows it at once by this method; if a line of goods is selling rapidly, he is enabled to forecast how long it will last and to order a new stock accordingly. The more closely and systematically a man watches his stock, so much the more closely will he be able to buy.

Another point of importance is a careful study of one's customers. In pushing a new or doubtful line of goods it is well, so far as possible, to have clerks make note of the names and addresses of customers and preserve them for reference at leisure. Such lists enable one to determine what quantities, qualities and values of goods are sold to old or to new customers; what goods draw new trade and what do not, or what proportions of high-priced and cheap goods are required, as well as many other things.

A careful study of one's customers and their needs—actual and prospective—and a knowledge of just what is in stock, are matters of detail that must be attended to from day to day by the man who would forecast the needs of his trade. The better the organization of the store, the easier this will be. When these details of business are well in hand, it is possible to buy with a closeness otherwise impossible and with a minimum of risk by so doing. The dealer also has the satisfaction of knowing that he has increased the volume and profit of his business without having increased the amount of his tied-up capital.

The ability to keep stocks small and to turn them often depends, then, on the dealer's acquaintance with the wholesale market, an acquaintance obtained by personal visits to trade centers and

by careful study of goods offered. It ought not to be necessary to point out how great a help to a knowledge of goods offered is afforded by the advertisements of wholesalers in trade papers. Men who do not think it worth while to personally visit small dealers insert descriptions of their latest novelties in trade journals. Therefore a careful perusal of these advertisements is of the greatest value in keeping in touch with the latest things in the market. But we take it for granted that no merchant who is bright and progressive needs to have pointed out to him the value of the advertisements in trade journals. The man who realizes the value of advertising for his customers is not apt to neglect the advertisements of the wholesalers when he comes to buy. Besides an acquaintance with the wholesale market the retailer needs an exact

acquaintance with the details of his own business, the state of his stock from day to day, the purchasing power and habits of his patrons and their probable needs. The mastery of these matters of details enables a man to turn stock in a way that seems impossible to a less progressive dealer.—Apparel Gazette.

Value of Frequent Inventories.

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

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.



Last week

Several clothing merchants from around the State, as well as from Indiana and Ohio, who came to the Blue Ribbon Meeting, dropped in to see us in order to find out if all we've been saying about ourselves in the "Tradesman" was true. We showed them our plant, our goods and the way we have of doing business, and the result is, a bunch of new customers who will only begin to really appreciate us when our "Correct Clothes" are in their store and they commence selling them. Dropping all side talk, when we say we give you "better quality for less money," we simply state what we can prove to your satisfaction any time you give us the chance. We've cut out the "fancy expense account" completely, and that big item we have put in materials and workmanship, of which you and your trade get the benefit.

We show a complete line of Men's Overcoats for Fall ranging in price from \$3.75 to \$16, and Men's Suits from \$3.75 to \$14. Also, the best line of Boys' and Children's Suits in the country at popular prices.

Glad to have you drop us a line for samples to "prove it," or to have a representative call. Better still, we'd like to welcome you in Detroit and "show you 'round," or at our



CHICAGO OFFICE, 412 Medina Temple.

Heavenrich Bros.



Dry Goods

The Dry Goods Market.

Staple Cottons—While there has been no decided change in the cotton goods situation during the past week, as far as prices are concerned, yet there is a decidedly better feeling in the market. In fact, it might almost be called a cheerful tone when compared with the conditions of one and two weeks ago or more. The amount of business transacted has been larger and the feeling is generally prevailing that the lowest spot in the market has been reached. Buyers have been making many enquiries during the past week, and from what they say, it is quite evident that they are feeling that the above conditions are true. They are willing now to place orders for future delivery, and are asking the sellers what they are willing to do. At the present writing there has been little change in prices, except in some gray goods, which have recovered slightly.

Printed Cottons—The beginning of the curtailment of production has caused buyers to open their eyes a little to the situation, and they are beginning "to take notice." There is no doubt whatever as to the effect of this curtailment, for the market is bound to be strengthened. It is needless to say that when prices again change, it will be in an upward direction, that buyers will be glad enough to get goods at only a slight advance when they become confident. How much of a difference this curtailment will make in the season's supply is not yet known. Some estimate as low as 50,000 cases, while others are positive that 75,000 cases would be a very conservative estimate. Nevertheless, even a reduction of 50,000 cases would have a very decided effect on the season's supply. Staple printed goods show a material increase in business, principally in a larger number of small orders, although occasionally an exceptionally large one comes to hand. Fancy prints are quiet and dull.

Linings—Cotton linings are still dull, and there is practically no change to be noted from our last report. The demand for spot goods has been small, and for the fall has been considerably less than what is usually expected at this time of the year.

Dress Goods—Nothing new has developed in the dress goods and cloaking market. Everywhere stereotype conditions continue in force. Manufacturers are making their preparations for the spring season, which should come into evidence in the next six weeks or two months, and are forwarding goods on current deliveries as promptly as possible. Jobbers are still waiting for business, which to their way of thinking is being unnecessarily delayed. The fact that the jobber placed his orders early, but has not found his trade disposed to follow suit, tends to give the jobber's wait for business the appearance of an abnormally long one.

Knit Goods—An enormous amount of balbriggan underwear at \$1.00 was sold last year, and this line of goods is one of the most important in the whole industry. As stated before, we were informed by a reliable commission house that it costs the manufacturer every cent of \$2.35 to manufacture underwear that was formerly sold for \$1.00. This includes everything, labor, boxes, buttons, raw materials, etc. In spite of this there are some manufacturers who assert that there will be plenty of \$2 balbrig-

gans in the market. And the arguments that the jobber uses in regard to his claim that he can not pay more than a 10c advance seem very plausible. He contends that he is in the business to cater to his trade, just as his customers must cater to the wants of the consumer. The retailer wants a certain line of goods, goods to sell at 25 cents a garment or 50 cents a garment, because the consumer does not look to the why and wherefore of prices, and wants underwear at the same figure that he has been accustomed to pay, no matter what conditions may be, so the retailer says. Therefore the jobber argues, "How can we pay any abnormal advance when we know that we would have to either sell goods at a big loss, or not do any business worth mentioning?" "If," he goes on to say, "you are unable to manufacture goods of the same quality for a 10c advance, you will simply have to manufacture goods that do not come up to the mark in regard to finish and quality. The consumer of that class of underwear does not wear a set more than a summer, as a rule, so that it does not really make much difference to him whether the quality is a little better or worse."

Carpets—The wholesale trade in all grades of carpets continues firm. Tapestries and velvets are doing very well, but not as much activity is shown on ingrain. The retail trade still remains dull and only occasional sales are made. The prices of carpets are being maintained, and buyers who are holding off orders, expecting lower prices, will find that they can not buy the goods any cheaper, and when they need them, they may have to pay more. Manufacturers of Scotch velvet stair carpets report business still dull in their line. There is no call for their carpets with jute filling, and not a large demand for all wool Scotch velvets, although the season was very good on the latter, even although they are 15c per yard higher than those with jute filling. Manufacturers say that the advance which they made at the opening of the season may (for the time) be holding back some orders, but as the buyers find that prices will hold, the orders will come along all right. Smyrna Rugs—On these goods there is a tendency to hold back the buying. Manufacturers can not produce them at the prices which the buyer wants to pay, therefore sales are very moderate thus far, but there is every prospect of their being larger.

A Bishop's Sound Advice.

It would be well for every young man, eager for success and anxious to form a character that will achieve it, to commit to memory the advice of Bishop Middleton:

- Persevere against discouragements.
- Keep your temper.
- Employ leisure in study, and always have some work in hand.
- Be punctual and methodical in business, and never procrastinate.
- Never be in a hurry.
- Preserve self-possession, and do not be talked out of a conviction.
- Rise early and be an economist of time.
- Maintain dignity without the appearance of pride; manner is something with everybody, and everything with some.
- Be guarded in discourse, attentive, and slow to speak.
- Never acquiesce in immoral or pernicious opinions.
- Be not forward to assign reasons to those who have no right to ask.
- Think nothing in conduct unimportant or indifferent.
- Rather set than follow examples.
- Practice strict temperance; and, in all your transactions, remember the final account.

Why He Kept Quiet About It.

David Harum was a good horse trader, but a recent transaction in horseflesh which was made by Cornelius Crawford shows that there are others who know how to get the long end of a horse trade.

Several weeks ago Crawford saw a fine buggy horse which he thought he wanted. He located the owner and asked the price. "One fifty," was the reply. After looking the animal over closely and trying her speed he concluded it was a good trade and without more ado wrote a check for the amount. The next day he found that the mare was as blind as a bat, but this did not hinder her speed nor detract from her general appearance. He drove the animal for several weeks and succeeded in attracting the admiration of another lover of horseflesh, who made a proposal to purchase.

"Well," said Crawford, "I gave one fifty, but I will let you have her for one sixty-five."

The prospective owner looked the animal over and concluded he had a bargain. He paid over the money, and took the mare. When the animal was unharnessed the first thing she did was to run against a post, and then by way of emphasizing the fact that she was blind fell over a barrel. The next day the buyer came back to Crawford with blood in his eye.

"Cornelius, you know the mare you sold me?" he began. "Well, she's stone blind."

"I know it," replied Crawford, with an easy air.

"You didn't say anything to me about it," said the purchaser, his face red with anger.

"Well, I'll tell you," replied Crawford; "that fellow who sold her to me didn't tell me about it, and I just concluded that he didn't want it known."

If you think you do not need friends you either have too high an opinion of yourself or too low an opinion of your friends.

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.
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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

It Means Profit



to you to carry a good line of petticoats. Ladies prefer to buy the ready made article because they cost less and the style is better than the home made. We are showing an extra large assortment for fall business. Plain colors and blacks are the proper thing. Prices \$9 to \$24 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

A Complete Line.

Fancy socks are all the go, no stock is complete without them. We have a large assortment and have them at all prices. Write for sample assortment.

P. STEKETEE & SONS,

Wholesale Dry Goods.

Grand Rapids, Mich.

Shoes and Leather

Fingerposts Which Point the Way to Success.

"Nothing succeeds like success." There is a self-evident proposition—an axiom—a truth as palpable and as thoroughly in evidence as the sun at noon-day. The original compiler of that crystal of wisdom doubtless thought verily all wisdom would die with him. Had he been subjected to the cross examination of a skillful lawyer his knowledge bubble might have been pricked and he forced to take a back seat when asked two questions, "What is success?" and "How can it be achieved?"

A young man starting in the retail shoe business has his idea of success. All men do not set the same goal before themselves—one wants to become a power in the shoe market, perhaps a manufacturer; another has in view the possibility of making a sufficient fortune so he can retire and live a quiet old age without business cares; while another is satisfied to make a living for himself and his family without ambition further than keeping the wolf at such a distance from the front gate that his growling will not disturb the young man's beauty sleep.

Webster, in his highly esteemed work, defines success as "the favorable or prosperous termination of anything attempted, a termination which answers the purpose intended," so we may say that the young man whose ambition is no higher than the enjoyment of life a little removed from want is equally successful with the one who becomes a prince among the merchants, and even more successful than one who aims at a star and does not actually hit the mark.

Having fixed the point—the goal of his ambition—the young man starting in life as a retail shoe dealer devotes his time, attention and energy to the accomplishment of his intent, and in most instances finds obstacles in his pathway to be overcome and obstructions to be surmounted, and even under the most favorable circumstances and with the exercise of the highest degree of care and prudence on the part of the young merchant, it will be remarkable if he does not have now and then a vision of the wolf taking a furtive glance or two through his front gate.

The celebrated recipe for hare pie which commenced with the memorable words, "First catch your hare," mutatis mutandis, is the first rule in the retail shoe business. And not only get a store, but select a good neighborhood, a prosperous community, a locality where there is a reasonable certainty of making a success of the business at a reasonable profit. Having determined the town or city, then the selection of a stand is in order.

It is well for a shoe dealer, occupying the street floor, if possible, to take a lease of the whole building—this applies more particularly to smaller cities and towns—and sublet such portion as he does not intend to occupy. In this way he has control in a measure of the whole premises and can select his tenants himself instead of having his stock at the mercy of such tenants as a careless agent may admit. A shoe store is not particularly liable to take fire, but it is susceptible of great loss and damage both from fire and from the water used to extinguish fire starting in the upper part of the building, hence we suggest the desirability of having as

complete control of the entire building as possible.

In selecting a location it is not necessarily the part of wisdom to look for the lowest possible rental. Rents are very low in Siberia and Patagonia, but economy would not suggest that as a reason for fitting up and stocking a shoe store in either country. Find just the place you want, a place where business can certainly be done, and if the rent is in any wise reasonable do not go looking for a place in a side street where the rent is cheaper.

In these latter days it is generally possible to find a modern building with "modern improvements" at as low rental as an old-fashioned dilapidated building with nothing to recommend it except its age, which entitles it to respect possibly, but does not necessarily entitle it to consideration from a strictly business standpoint.

A salesroom sufficiently large and commodious for the trade you anticipate, sufficient stock room, plenty of light, steam heat and running water are features to be carefully considered in connection with the selection of a place to carry on the business.

The next point is the selection and arrangement of furniture and fittings. This question has been considered, elaborated and discussed by every dealer who ever wrote a page about the shoe business; and a few suggestions will be all we have the temerity to offer in this connection. It can not be stated too strongly or too frequently that everything should be provided that can be provided for the comfort and convenience of the customer, and settees, chairs and foot rests should be so arranged as to afford the greatest possible facilities for examining and trying on shoes, and not arranged in accordance with some previously conceived idea of artistic and aesthetic grouping.

Probably linoleum is the most desirable material for floor covering. It can be kept as nearly absolutely clean as any material used for the purpose. Stools or ottomans should be provided in sufficient numbers to accommodate customers who are trying on shoes, and settees may well answer for waiting customers and friends who accompany customers.

Another feature of the furnishing of a well appointed shoe store not generally mentioned by writers on the subject is the water-cooler. Different cities in this country have different practices in relation to the use of water and in relation to the prominence of the cooler in business places. In some towns a tank of ice water is the leading feature in view when one enters the place. In other places, if a customer gets his courage up to the point of asking for a glass, he may be told that there is none in the place, or, perhaps, that he can get a drink at the place across the street. It is not the purpose or intention to advocate a "free lunch" in connection with the business, but to the extent of always having a cooler full of ice water on hand the comfort of the "inner man" should be looked after.

The selection and purchase of stock is the matter that comes next to fitting up the store. Here the dealer must exercise the greatest care, prudence and foresight. It is not sufficient to have a stock of first-class goods—the goods must be what there is a demand for in that particular community. It may be possible in years to come to educate the community to the point of buying other and different footwear, but at the outset the only way to proceed is to meet them

Out of the Old Into the New



We have moved across the street from our former location to the William Alden Smith building, corner South Ionia and Island streets, where we have much more floor space and greatly increased facilities for handling our rapidly growing business in boots, shoes and rubbers. The increased room will enable us to enlarge our line and serve our customers even more acceptably than we have undertaken to serve them in the past. Customers and prospective customers are invited to call and inspect our establishment when in the city.

Geo. H. Reeder & Co., Grand Rapids.

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.

on their own ground. Before laying in a large stock consider the grades of goods that will be in demand. Take a bird's-eye view, as it were, of the footwear of the people. If the street wear seems almost invariably poor—as is sometimes the case in a small town—enquire, judiciously of course, whether the place has recently been infested by the itinerant, auctioneering vender of "bankrupt stock," and if such proves to have been the case they can be depended upon to buy a superior article when taken on the rebound. People do not buy poor shoes from choice. Sometimes it is because they are cheap, sometimes lack of funds impels to the purchase of low-priced goods without much regard to quality. In either case they can be led to see that true economy is better subserved by purchasing shoes that have some wearing qualities as well as a finished appearance to recommend them.

The quantity of stock to be laid in is a matter also of moment to the dealer. The line of demarcation between an overstock, with the pleasing vista of high priced goods to be relegated to the bargain counter in the near future, and the necessity of telling a customer you are out of the style called for, is a narrow one at best and it requires the best of judgment to steer between the two obstructions, either of which may prove a serious embarrassment to the new dealer.

Assuming, however, that the stock is properly selected, the next item is the employment of salesmen. Like poets, shoe salesmen are born, not made, and the attempt is practically useless to make a salesman of material originally intended by an all-wise Providence for a drayman. No dealer can afford to employ a poor salesman. It is not economy. It injures the store and irritates the customers. It is not fair to the other salesmen, it is not fair to the proprietor and it is not fair to the salesman himself for anyone to insist on the retention of an inferior person for the position.

Good salesmen can be found or developed who are by nature adapted to the business, and all others should be relegated to their proper spheres whenever and whatever the same may be.

Directions for the dress and personal appearance of clerks and salesmen may seem out of place, but a suggestion based on observation may be fruitful of good results. The writer has more than once seen a prospective customer enter a shoe store and look more or less critically at the shoes worn by the clerks as they pass to and fro, and having seen what seemed to please him on the foot of another would call for something of the same style.

Following this idea, were it not well to have all clerks, salesmen and floor men agree among themselves as to the style of shoes each will wear, exhibiting as great variety as possible of seasonable goods? In this way customers are enabled to see how the shoe looks in action and perhaps form a better idea of what they want than they otherwise could. This might involve a slightly increased expense, as the taste of these clerks for individual wear might differ from the shoes that would fall to his lot under this arrangement, but he need wear the display shoes only in the store, and it would be a legitimate charge as advertising.

Clerks and salesmen should have every possible inducement held out to encourage them to their best endeavors. A

percentage on sales is a common and reasonably fair basis for allowing extra pay, still other things may well be taken into consideration. A new customer gained for the house should be more highly regarded than a sale of similar value to a regular customer, and should receive a corresponding acknowledgment. In making out the weekly pay slips there should be three items mentioned: Salary, commission on sales and special services, which should be so definitely indicated as to show that it is actual services rendered, not favoritism, that accounts for the item of expense.

The clerks should all be assembled at frequent intervals for interchange of views with each other and with the employer, suggestions called for and made in relation to the conduct of the business, and for the purpose of maintaining the most cordial relations between all parties, for promoting a friendly rivalry between the clerks and to overcome any friction that may arise from such rivalry whereby it may cease to be friendly.

All employees, and the proprietor as well, should at all times maintain a cheerful and pleasant demeanor towards the public. There may be, and frequently is, an unpleasantness which can not well be avoided, but it should never be obtruded on the customer. The clerk must be ready to meet his most bitter personal enemy with a smile and the glad hand, whatever may be his real feeling and sentiments and accommodation should be the watchword of his life.

It should never be apparent to the customer that he is not welcome to examine everything in stock and criticize the same to his heart's content.

There might be an exception made to this rule at the bargain counter where out-of-date goods are sold. Here the object is to get rid of the stock with as little trouble and outlay of time as possible and the customer should be gently but firmly impressed with the idea that the profits of the store do not have their origin at that point.

In order that the bargain counter shall be as little in evidence as possible, the dealer, besides keeping his orders within the bounds of moderation, should aim to always give the customer the best value possible for his money on regular sales, and should adhere to the one-price principle. By giving good value for the money the dealer soon establishes a reputation for fair dealing and liberality and such a reputation is certainly a sure stepping-stone to success.

As the business continues and increases the dealer finds that he has a small surplus which he must find some use for. Here is where many a man has stumbled and fallen by the wayside. The surplus for which no immediate demand exists is a temptation to take a flier in the stock market or some similar venture with the result perchance of gain, and then the shoe man thinks he is a financier and leaves the legitimate business for the chimera, or he may lose and in the attempt to recoup himself loses more and continually more, neglecting the store and allowing the business to go to ruin.

While it is always well to place a portion of the surplus in a legitimate investment or deposit it in a savings bank, it should be borne in mind that the community in which the dealer lives is growing, its wants are increasing, new and improved fittings and furnishings are in use, and it may be as good

an investment as can be made of the apparent surplus to use a portion at least in improvements and in introducing new lines and novelties in first-class salable goods.

Representatives of manufacturers and jobbers should always be met cordially. Even if you have no order to give do not let the drummer regret that he called on you. Impress him with the idea that the sorrow is yours that you are unable to give him an order and that on his next trip you may need something which he carries, and when he comes your way again he will surely call, with every inducement to you to order and may have a bargain which he has saved up for you on account of your cheerfulness under depressing circumstances. Always treat the drummer well, for it may well be said of him that the issues of death and life are in his hand.

It is probably superfluous to speak of the necessity of a careful system of book-keeping, faithfully followed, as an element of success. The counting room is the eye and brain of the establishment and a failure at this point is total paralysis of the entire system. While the employer should know in a general way what is going on in the salesroom, his best energies should be devoted to the office. As a rule he should be consulted in regard to opening accounts with customers. He should see that such accounts are promptly met and should also see that all store bills are met with equal promptness. When he buys on time, as is most frequently the case, he will frequently find himself in a position to discount his own bills, and will find it to his advantage to do so when possible. It saves money for the dealer, establishes his credit more firmly

with the jobber or manufacturer and gives him that feeling of relief which Mr. Micawber always experienced when he announced "another bill paid."

Perhaps the foregoing suggestions have been too long drawn out and might have been much condensed. Thomas Carlyle, who possessed the power of condensation in as great a degree as any writer of English, would probably have reduced the whole to two words—method and accuracy. Success in the retail shoe business is, like every other business, dependent on order, precision and thought. Haphazard, happy-go-lucky management in business is as precarious as haphazard practice of medicine. Death is the probable result in one case, and failure in the other.

In conclusion, a single sentence from Carlyle, "Successful men possess the great gift of a methodical, well-balanced, arranging mind; they are men who can not work in disorder, but will have things straight, and know all the details, which enables them to so arrange the machinery of their affairs that they are fully cognizant alike of its strength, weakness and capability, and they judiciously and discreetly exercise all its powers to the uttermost."—Boot and Shoe Recorder.

Uncle Sam as a Printer.

One thing that is mounting up rapidly is the official literature of the Government. Most citizens complain if the President's message fills more than one page of the average newspaper, but they fail to remember that behind that message are thousands of reports and tons of documents. Indeed, if the average man were to attempt to read everything the Government publishes in one year he would have to devote about half a century to the task, taking eight hours a day for the work of reading.

What are the Keystones?

Ask
our
Agents



Rindge,
Kalmbach,
Logie & Co.

Manufacturers and Jobbers of Boots and Shoes, 10-22 N. Ionia St., Grand Rapids, Mich.

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



WINDOW DISPLAY.

Pertinent Hints by a Practical Window Trimmer.

Did you ever figure out that one or two months' rent would put a good clean covering of linoleum on your floor that would last five years and furnish rugs enough to give a cheering, comfortable look to every uninteresting corner of your store? Did you ever consider that one month's rent invested each year in permanent fixtures would keep your place in apple pie order and always up to date? We don't mean to advise you to defraud your landlord of one or two months' dues, but simply want to call your attention to an important detail of your business that is generally neglected because it is considered an unnecessary expense. The cost is really trifling when considered in the light of the benefit derived from the investment.

Good, clean, bright, fresh-looking fixtures; a neat well arranged store and well dressed, courteous, patient salespeople will frequently enable you to sell more shoes than your neighbor and realize from 20c to 50c more per pair than he does.

Beauty may be only skin deep, but its influence is far deeper. If it really is only skin deep some stores ought to be skinned—in the operation there would be no possible chance for anything but improvement.

* * *

The plain, simple business window is the profitable window and the only one the average trimmer should strive to build. Elaborate effects and laborious, artistic displays have little direct selling influence, although they help to tone up the general character of the store. It is all right to indulge in them at stated intervals or on "state" occasions, but do so sparingly.

You are in business for the profit there is in it, and not for the purpose of creating a reputation for building wonderful displays.

A continually fresh, clean window with perfectly polished glass; neat trim fixtures and frequently changed displays, with new styles, new price tickets and new arrangement, will do more to sell shoes than all the windmills and waterfalls that you can build between now and "Kingdom Come."

Don't forget that your window is a business proposition. Don't neglect the selling qualities of the window in an attempt to gratify personal vanity in a desire to build an elaborate display. Don't spend hours or perhaps days, in building a "fearful and wonderful" affair, and then let it remain in your window until it forms a part of the building. Variety is the greatest virtue possible to give your window trims. Frequent changes will attract a greater number of eyes and customers than the extremely artistic trim that is almost too pretty to be torn down.

* * *

One of the simplest, neatest, most effective and most easily trimmed fixtures that we know of is made with a simple arrangement of glass shelves. The regular brass or nickel fixtures can be removed from the window at stated times and these substituted to add variety.

The arrangement of these is simplicity itself. Get strips of glass eight or nine inches wide and as long as your window requires, and suspend them by chains from the ceiling. Arrange them in receding tiers, the bottom one being nearest to the front of the window, and the top one not far from the back. If the

window is a large one, these shelves need not be the full length of the window, as this would make them very expensive—an extremely long piece of glass being more expensive than two pieces of half the length would be. Have two or more tiers of shorter shelves to fill up the space.

These may be arranged at various angles and in that way will really have a better effect than if all were arranged parallel to the face of the glass.

The chain to suspend them is an inexpensive thing and can be purchased from any hardware dealer for a few cents a yard, while the glass can be gotten from almost any glazer.

If your window has no ceiling you may be able to obtain some long brackets which may be fastened to the back of the window near the top and from these your chains may be suspended.

* * *

To change the trim in such a window, all that is required is to take out one lot of shoes and put in another. No troublesome backgrounds to rebuild; no bothersome delay in studying out a new arrangement. A noticeable change can really be made by simply changing the angles at which the shoes are placed on the shelves. Have all the toes pointed to the right to-day; and all to the left to-morrow; all directly to the center next day, then half one way and half the other for the next day and so on, and you can really have a freshly arranged display for every day in the week.

* * *

The little shoe stands with the plate glass mirrored rest, that are used so effectively for the bottom arrangement, harmonize perfectly with a fixture of this sort and if you are fortunate enough (or sensible enough) to have a mirrored background the "tout ensemble" will be pleasing in the extreme.

Don't forget religious cleanliness and extreme neatness. Add a touch of green with a potted palm or plant, or a touch of color with a bow and streamers of ribbon or some natural or artificial flowers.

* * *

One of the simplest ways imaginable of brightening up your window cards (the big center cards) is to cut two parallel slits in the card about two inches long and one inch apart. This will leave a flap, as it were, loose in the middle and joined to the card at both ends. Then to the card you can attach a spray of flowers, a rose or two (with very long stems) simply by running the stems beneath this flap. Stalks of wheat; bunches of grass; any cereal or plant, in fact, will be attractive when in season. The wheat stalks would be particularly appropriate for "harvest" sales—other things will suggest themselves if you give the subject some consideration.

* * *

Did you ever think of photographing your window displays and keeping a record of them? The idea is not half bad, and if properly carried out, it may be the means of finding out some profitable points.

Suppose you photograph each distinctive display you make, note the effect it had on sales and keep a record of it. You can in this way learn which windows were effective and which were faulty.

It does not mean a great expense either, for really good cameras may now be had for a very slight sum and, with a little practice, any trimmer can learn to develop and print his own pictures in

an entirely satisfactory manner. We would not advise a camera that would take pictures smaller than four by five inches and a larger one would be really better, for much detail is lost in the smaller photographs.

The greatest difficulty in taking photographs of a window trim is to avoid photographing the reflection that is always apparent in the glass under ordinary circumstances. A prominent professional window trimmer describes the plan he has followed successfully to avoid it.

"Having suffered many severe disappointments in photographing my windows I have been driven to resort to almost every known method in photography to endeavor to eliminate this very objectionable feature from the pictures. But I always met with failure until I accidentally noticed, while looking at a window one evening, that while the windows across the street were dark, and the arc lights opposite were extinguished, there was absolutely no reflection on the glass. This was, of course, a very natural circumstance, but one a person might easily overlook. As an experiment I planted my camera before the window and made a flashlight exposure of the display, only to find that in the center of the picture I had a great white blotch caused by the flash—it being reflected by the glass. Again I tried. The incandescent lights are placed in a strip running along the inside front of the window, just above the sash, and fitted with cone-shaped reflectors, which is the best system of window illumination ever used and one that is being universally adopted.

"I allowed an exposure before the camera of twenty minutes under the light ordinarily used in the window, and I

ALABASTINE

THE ALABASTINE COMPANY, in addition to their world-renowned wall coating, ALABASTINE, through their Plaster Sales Department, now manufacture and sell at lowest prices, in paper or wood, in carlots or less, the following products:

Plasticon

The long established wall plaster formerly manufactured and marketed by the American Mortar Company. (Sold with or without sand.)

N. P. Brand of Stucco

The brand specified after competitive tests and used by the Commissioners for all the World's Fair statuary.

Bug Finish

The effective Potato Bug Exterminator.

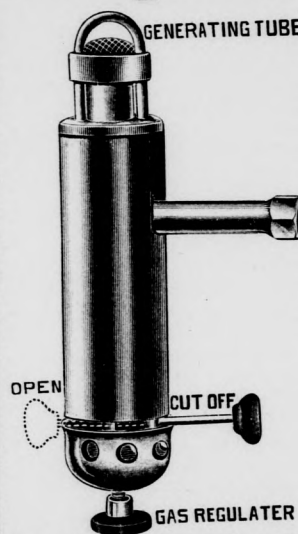
Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

A Great Improvement



This illustration gives a very fair representation of the new burner of the Imperial Gas Lamp. Realizing that the old style of cut-off on the fixture was troublesome and unsatisfactory, we have, after months of testing, perfected this new device, and find it works just right; and we know that the Imperial Gas Lamp, fitted with this burner, is very nearly the perfect light. When the cut-off is closed it extinguishes the light instantaneously, thus there can be no odor, no smoke. It overcomes all danger of leakage and it needs no force to open or close. It will save much in mantles alone, as there can be no jarring from opening. Write for our illustrated catalogue showing our new Table Lamp, as well as other styles.

We claim for the Imperial Mantle that it is the most durable on the market. Price per dozen, \$2.00 Try them and be convinced.

The Imperial
Gas Lamp Co.,

132-134 East Lake St., Chicago, Ill.

got a beautiful picture, entirely free from reflection.

"The length of exposure depends entirely upon the nature of the goods displayed, darker goods requiring a longer exposure. An oriental rug display I give thirty minutes, and a white window does not really require more than fifteen minutes. People may be allowed to pass in front of the camera without interfering in any way with the picture, provided there is not a steady stream of them, or that no one stoops directly before the lens. Passing street cars, all having their lights in about the same place, will cause a streak in the plate if the lens is not covered while they go by. This can be easily done, without danger of moving the camera, by simply holding the cover of your plate holder before the lens. The same thing may be done when a person stops before the window. You must make allowances for the time the plate is thus covered so that your total exposure will be from fifteen to thirty minutes, as your judgment dictates is the time required.

"I have found this method of photographing at night, by the electric light of the window itself, by far the most satisfactory of any I have attempted, as the results were uniformly good."—The Keystone.

The Quick Doctor.

Concerning a late popular physician in a distant city many stories illustrative of his quaint, kindly qualities of head and heart are told. One of the most amusing was about a runaway. The doctor, as the tale goes, was sitting in his office one Saturday afternoon, when he heard a terrific hubbub and, looking out of the window, saw a runaway horse dashing down the street. Seizing his hat, he hurried out and found a big crowd collected about the curb. "Anybody hurt?" he asked. "Yes, sir," replied a bystander, "the driver's almost killed." The doctor pushed his way into the throng and caught sight of a young man whose head was twisted to one side and whose body was bent half double. "Ah, ha!" he exclaimed, wrapping one of his powerful arms around the unfortunate's neck, "this is evidently a case of dislocation of the shoulder. I'll reduce it at once!" Suiting the action to the word, he seized the young man's elbow and gave him a herculean wrench. The victim howled vigorously and made frantic efforts to speak. "Oh, doctor!" he gasped, "please stop! Oh, stop him, somebody! He's killing me!" "Be quiet, you fool!" said the doctor, sternly; "can't you see I'm reducing this fracture?" "But, doctor—doctor, I w-w-want to tell you," stuttered the young man, "that I was b-b-born this a-way!" "Born this way!" thundered the medico, suddenly letting him go; "weren't you hurt in the accident just now?" "No, sir," said the cripple, humbly; "they're takin' that feller into the hotel!"

Didn't Have the Symptoms.

An old gentleman arose in a car the other day and with a great flourish of his slouch hat offered his seat to a beautiful and handsomely-dressed woman.

"Take my seat, madam," he politely requested. The lady demurred. "Take my seat, I beg of you, madam," he insisted. "I could not allow a lady to stand, unless," he added under his breath, she was one of those women's rights persons."

The lady bristled visibly. "I," she said in a freezing tone, "I am a 'woman's rights person.'"

"Take my seat, just the same, madam," said the gallant old gentleman, smilingly; "you are too good-looking to be suspected of it if you hadn't confessed."

MEN OF MARK.

M. R. Carrier, Junior Member Northrop, Robertson & Carrier.

Merton R. Carrier was born in Mar-engo township, Calhoun county, Feb. 20, 1866. His father's antecedents were French while his mother was of New England birth and ancestry. He lived on the farm until 16 years of age, attending district school in the meantime, and then entered the Lansing high school for two years, afterwards pursuing an elective course at Albion College for three years. His first introduction to the business world was at this time, when he entered the dry goods store of his father, at Lansing, and remained there four years. He then formed a copartnership with B. D. Northrop and Dr. E. L. Robertson under the style of Northrop, Robertson & Carrier and engaged in the manufacture and sale at wholesale of extracts, baking powders and grocers' sundries. For three years he traveled on the road, covering all the towns in Central Michigan contiguous to Lansing, when he was called into



the house to take the office management of the business, which position he has continued to fill up to the present time. The business has shown a marked growth every year, due in no small degree to the persistent and energetic effort which has marked the career of the junior partner.

Mr. Carrier was married March 6, 1887, to Miss Jennie Cushman, of Lansing, and has two children, a boy 8 years old and a girl 3 years old. The family reside in their own home at 1307 Seymour street, North Lansing.

Mr. Carrier is a member of and elder in the Franklin street Presbyterian church, having served the Sunday school of that organization four years in the capacity of superintendent. He is a member of Gauntlet lodge, No. 42, K. P., and is an old-time member of the Modern Woodmen, having been State Clerk eight years and having represented the order as delegate-at-large to the Kansas City convention one year ago.

Mr. Carrier has always taken an active interest in local affairs and has served the city of Lansing four years as Alderman of the Fourth ward, during which time he acted as President of the Board of Health one year and as President of the Council and Mayor pro tem for a similar period. He distinguished himself in the Council as an ardent advocate of better streets and brick pavements and to his efforts is largely due the fact that Lansing is now equipped with nearly two miles of brick pavement. He succeeded in getting

the first paving order through the Council in 1893, but, on account of the panic of that year, it was found impossible to negotiate the bonds to advantage, and the matter was therefore postponed two years, when he again crowded the action through the Council. He also distinguished himself by his pronounced championship of the independent telephone movement, and it was his resolution that drove the Bell telephones out of the city offices of Lansing. It was during his administration, also, that the telephone poles of the Bell Co. were chopped down on the main streets.

Mr. Carrier attributes his success to the fact that he has made few promises and has always managed to keep them. He has tried to be honest and has undertaken to make goods of standard strength and to maintain that standard, so far as it is possible to do so. Although he is still young in years, he has the satisfaction of being an active partner in a business that has already acquired large proportions and promises to grow to still larger dimensions in the near future.

The Value of Silence.

A loquacious young man came to Socrates to learn the art of oratory. Socrates asked him double price. "Why ask me double price?" asked the youth. Socrates replied, "Because I must teach you two sciences—the one, how to be silent; and the other, how to speak."

House Cleaning Economy.

Mr. Jones—This is very poor economy, Clara.

Mrs. Jones—What do you mean?

Mr. Jones—Why, for you to buy a forty-nine cent step ladder and keep me home from business to hold it for you.

Some men are unable to understand why they can't understand things.

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

==Weatherly & Pulte==

97 & 99 Pearl St.

Grand Rapids, Michigan

YUSEA MANTLES.

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

It gives 100 candle power, is made of a little coarser mesh and is more durable. Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

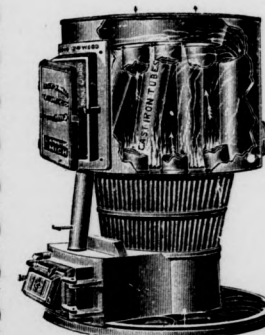
GRAND RAPIDS GAS LIGHT CO.
Grand Rapids, Mich.



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

Alexander Warm Air Furnaces



Are made in all sizes and for all kinds of fuel. They have many points of merit not found in any other furnace. Our tubular combination hard or soft coal and wood furnace is

Absolutely Self Cleaning

Before buying write us for full particulars. We are always pleased to make estimates and help our agents in securing contracts. When we have no agent will sell direct to the consumer at lowest prices. If you are in need of a good furnace write us at once.

Alexander Furnace & Mfg. Co.

420 Mill St. So.

Lansing, Mich

Woman's World

Kind of Women Who Make Gentlemen of Men.

When I go back, on my summer vacation, to the little country village that I always call "home" in my thoughts, one of the pleasures to which I look forward is being invited to Madame's to tea. The attention is quite informal, I fear, for Madame disapproves of me as being in some sort a representative of that horrid creation of whom she has heard—the new woman—who has the effrontery to earn her own living, in spite of her sex, and who tempts providence by knowing how to check a trunk and buy her own ticket.

"I was very fond of your grandmother, Dorothy. She was one of my bridesmaids," Madame always says, as we drink tea out of her thin, egg-shell china cups, and then I feel that my offenses are condoned for the sake of a memory.

Madame belongs to the generation before the war and she makes you think of some exquisite etching of the past, such a one as it is only possible to see now in quiet country places, where change and progress have swept by without altering or blurring the lines of the picture. She lives in the fine old colonial mansion to which she was taken as a bride, and where a modern idea would seem as incongruous as a piece of new Grand Rapids furniture among the old mahogany. Madame is growing very old. Every year you may notice she has failed. The thin hair under the yellow lace cap is a little thinner and whiter, the feeble old hands—almost transparent now—have scarcely strength enough to lift the heavy silver teapot and, noticing it, you sigh, for the shadows are settling very swiftly to the west for her, and with her will disappear the last of the fast-vanishing type of old-fashioned gentleness. Nature will produce her like no more, for there are lost types in civilization as there are lost arts in handicraft, the secrets of whose fineness and delicacy and beauty have been forgotten.

Somehow I never seem to realize woman's changed position in the world, and her changed ideals, so vividly as when I sit in Madame's dim lavender-scented drawing-room, through which even today's sun seems to filter in deprecatingly, as if it would only gild the past, not bring it into sharp contrast with the garish present. At the gate I parted with a bevy of young girls—"college girls"—who are being educated like their brothers, and who are full of college stories and college pranks and college slang and college athletics. Compared with them Madame had none of what we are pleased to call the advantages of education. In her day girls were fed on omelette souffle, instead of strong meat, and never dreamed of preparing for any profession except the profession of matrimony. A little reading and writing, enough mathematics to enable her to keep household accounts and not enough to make her "masculine and bold," a mere bowing acquaintance with polite literature, a few ridiculous accomplishments in the way of crewl work and tinkle-tinkle guitar playing, was all the education necessary and appropriate for a young girl in her position. How absurdly inadequate it all seems now, when we snatch our girl babies out of the cradle to clasp them into kindergartens and never let up on their high-pressure education until they

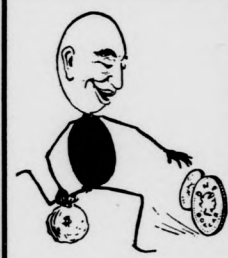
are turned out on the world a modern Minerva or a nervous wreck!

Yet, for all its lack, Madame's education taught her something our advanced institutions seem to miss. It taught her the incomparable art of being a lady. What if she never learned a college yell? Nobody in all her life ever heard her raise her soft, sweet voice in anger or debate or saw her guilty of the rudeness of trying to talk a person down. What if the school she was bred in offered small stimulus to one's wit! Madame is utterly incapable of the brutality of hurting the feelings of even a child, or of being clever at another's expense. It may be that her taste in literature is of the unsophisticated kind that fills a modern schoolgirl with pitying contempt. It is even related of her that in the one problem novel she was induced to read, when she reached the "situation of the story" she got up and took the tongs and laid the book upon the fire. We may smile a little at the prudishness that makes her speak of one's "limbs" or "members," instead of their legs and arms, but—it is women like Madame who make gentlemen of men. There is an exquisite fragrance of womanhood and purity that clings about her, as the perfume of incense hangs about an altar, and in its presence the most thoughtless and the most boorish yield instinctive reverence.

Madame does not approve of women who aspire to careers and looks askance at female lawyers and doctors and preachers, yet in a way she has combined all three professions with that of commissary general thrown in for good measure. She could not make a speech in public to save her life, but she has adjudicated the differences and been the peacemaker of her community for half a century and her neighbors have gone to her for counsel, secure that while she might not settle matters according to law, she was sure to settle them according to the gospel of love and good will. She knows nothing to this good day of business usages, yet when the Chicago fire of 1871 left hundreds of good men homeless and penniless, it was Madame who found the little horde of gold that started one son in business in a small way, and another in a profession, and not until long afterwards did they know she had sold her diamonds to do it. A professional nurse would be horrified perhaps at Madame's methods, yet how many a weary and pain-racked body has felt that there were soothing and healing in the soft swish of her garments. And when at last the end was come, and the shadows began to darken around them, it was Madame who went down with them into the valley, as far as mortality may go with immortality. It was not theology they wanted then. It was religion, and so the hand on which the clammy dew of death was gathering held fast to Madame's and she went step by step with them, holding before dimming eyes that faith whose light has never failed. Nobody knows how many times she has taken that awful journey—to which no familiarity can use us, and yet Madame has never suspected that she was a preacher!

Madame would no more think of going off on a railway journey of twenty miles unattended than she would of making a balloon ascension or engaging in any other perilous adventure. She speaks of the woman who goes off to a city to work or study or travel as "brave," and "courageous" and "heroic," and says that it is well she belongs to another day, when women were

*There's
Money
In
It*



*National
Biscuit
Company*

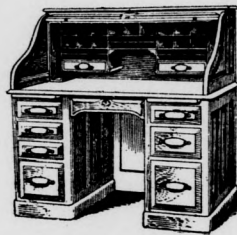
*Grand
Rapids,
Mich.*

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.

permitted to be cowards, and yet it happened long and long ago—when Madame's hair, that is now silvery, was the gold of ripe wheat and her cheeks wore still the bloom and freshness of youth—that she came suddenly and unexpectedly upon that tragedy of tragedies in a woman's life and found that the handsome young husband she adored was faithless to her. It was a blow that pierced her very soul, but she made no outcry and gave no moan. There was no rushing, as with us, with her wrongs and her sorrows to the divorce courts. No scandal and dragging of disgraceful secrets out for public gaze. There was a fine old family name to shield from shame. There was her own dignity to uphold. Madame had the ideals of honor and she had her courage. What she suffered her wet pillow and her God only knew. She went her way, she taught, with sublime self-abnegation, her children to honor the father who had dishonored her, and only the very observing noted how often the deadly sadness of the eyes belied the smile on her lips. People sometimes wondered if she knew that of which others gossiped, but no one ever dared offer her their pity.

The storm and stress of life have long been over for Madame now, and as she sits in her dim old drawing-room, with its faded brocade and pictures and carpet, she seems but a gentle ghost of a far-off day, and as I take her hand in farewell there is a wistful sadness as of a thing one may be doing for the last time. A little while and she will be gone. With her will go one of the last of the old-fashioned gentlewomen; alas! we shall look upon their like no more.

Dorothy Dix.

Revival of Industrial Work by Young Women.

The revival of industrial work in the education of young girls is one of the questions now engaging the attention of educators throughout the country. It has been asked, by many who do not recognize old things under new names, what is meant by "industrial work," to which an educator recently replied: "Industrial work" is nothing more than the revival of the art of sewing, embroidery, the making of flowers in paper and cloth, tapestry, gold and silver and silk embroidery in beads, all of which under the name of "plain and fancy work" formed such a leading feature in the education of girls generally in the past, and which still form part of the curriculum of every convent-bred girl's education.

In the early part of the last quarter of the century there was a hue and cry against the "wasting," as it was called, of so much precious time in teaching girls "fancy work"; bending for hours over a piece of sewing or embroidery, when for a pittance almost as beautiful machine work could be bought in the stores, the time consumed in cutting petal by petal the cloth or paper or molding leaves and petals in wax for the flowers, which the new artistic sense declared "fearfully and wonderfully made," albeit so true to nature, evoked the greatest condemnation. It was declared in the "new education" that a girl's time could be much more profitably spent in studying the "ologies and isms" and "higher mathematics," philosophy and pedagogy, which would broaden her mental vision and evolve from the gentle, patient, loving and desiring to be loved in return woman of the past—the "home woman," as many derisively called her—a "new woman,"

whose thoroughly cultured and enlightened mind, emancipated from all the silly old-fashioned educational trend of thought, would branch out into the new world of action opening before her, and prove what the emancipated intellect of woman could accomplish.

And so in all the schools and colleges for women, except the Catholic schools and convents, "plain and fancy work" was abolished from the curriculum. The "new education" declared that half of woman's ill-health in later years was due to the hours frittered away in these useless employments, and so "physical culture," as comprised in calisthenic exercises, athletic sports, rowing, golf playing, etc., was substituted. Bold was the school that dared to display the department of "plain sewing and fancy work" in its curriculum, and every now and then when at some old-fashioned school commencement some sweet-faced, gentle girl would come forward to receive a prize for making the best shirt or darning a sock, there was a visible titter in the audience of "advanced thinkers."

And now, after twenty years of faithful trial, the pendulum is swinging backward. The greatest educators throughout the country have found out what a mistake it was to take all the womanly arts, those which make a girl home loving and industrious and thoughtful, and a meet companion for man, out of the school curriculum. It has been found out that "bending for hours over an embroidery frame," spending a serious afternoon turning the heel of a sock, going backward and counting and picking up faithfully one by one the stitches that had been dropped, cutting out the rose petals and leaves into true designs and mounting them in perfect order and arrangement on the wire stem, all these things that were derided as "a waste of precious time" were really great factors in the development of character. The careful attention to detail, the minute stitches so fine, so beautifully made, the woven texture in worsted, even the hated canvas work, all taught a girl patience, endurance, the ability to do, to reach up to difficulties, to overcome, and did more to equip her to meet the stern realities of after life than all the psychology and pedagogy and philosophy

that could be conned from books. They taught her practically fidelity to duty, for every time a stitch was misplaced, a color inharmoniously placed, these had to be gone over again, and little by little were rounded those beautiful characters which made woman an angel betwixt earth and heaven, and "yet a creature not too bright and good for human nature's daily food." The pictures of the old housekeepers of the past and what those women accomplished rise before our modern educators, and it has been found that Caroline Herschel was none the less a great astronomer for being able to properly sweep a room, and so closely were her home life and her science interwoven that she, woman-like, combined both in the appellation, "Sweeping Stars," which she gave to that great work which is the admiration of scientists the world over.

There hangs before the writer, as she pens these lines, an old-fashioned piece of tapestry, a basket of roses, embroidered on white satin, now yellow with age. Each rose and leaf is made of beads so fine that one marvels at the accuracy with which they were embroidered into the satin, one by one, with faultless combination of color and form in carrying out the beautiful design. It was worked way back in 1840, and the gentle old mother who carried off the prize that year in the old convent for "plain and fancy work" declares that working this picture did more to teach her patience and perseverance than all the book learning she had at school. "It taught me how to meet the trials of after life with patience and fortitude," she often says, "and while it seemed a hard task then to sit day after day, for one hour, picking up each little bead on the point of the needle and matching it with the colors of the roses, I do not regret those hours now." And so it is with hundreds of sweet and womanly women who have made our American homes model homes of the world.

The reinstatement of industrial work in the schools throughout the United States is a step forward in the right direction. The home, after all, is woman's true sphere. It is in the home that all those qualities which have made her the theme of song and story since the world began are constantly called into

action. Physical culture will have its place in the curriculum, and so will higher mathematics, which tend to steady a woman's character and lead her from the contemplation of idealism to everyday facts; pedagogy and psychology, too, will remain, for they have big, high-sounding names and it will not do to acknowledge that the "new education" has made too many mistakes. But the gentle, lovable, old-fashioned girl will be given back to her parents, to the home and to the world—the girl who will know, like a leading graduate of a famous old Emmitsburg institution last month, how to take the better meteorological observations and send them to the Johns Hopkins University or the Washington Weather Bureau, but who at the same time held it as a crowning triumph of her graduating day that she had also taken the first prize for darning stockings.

Thus will the Caroline Herschels be restored to the homes of the people, and while golf and tennis and athletic sports will without doubt continue to hold a prominent place in a girl's pastimes, they may not be allowed to usurp the place of the old-time industrial work, cooking, sewing, darning, which best fitted woman for the duties which God intended should be hers—the duties of the wife and mother. Cora Stowell.

Rat Stole the Money.

A local dealer in leather goods wished to call the public eye to a patent wallet. Therefore he gave it a front place in his show window and laid a new five-dollar bill across it as an easy way of pointing out its price. The bill was there when the shop closed for the night, but was gone in the morning. A new one-dollar bill was then laid on the wallet. It stayed there all day, but likewise disappeared during the night, although no locks had been broken, and the dealer, always leaving last in the evening, knew no one of his employes had remained within. He did not know whom to suspect. But, at any rate, since the wallets were selling well, he put out another new bill, and that night he passed the window, which was open to view from the street and dimly lighted, every fifteen minutes from closing time until midnight. At midnight a big gray rat came out of the shadows, went straight to the wallet, took the bill in its mouth and disappeared. It used the money for lining its nest, it was supposed. Its hole was found and it was captured, but the nest could not be located nor the lost bills recovered.

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.

The Meat Market

An Advertisement Which Is Too Long and Too Sunny.

I notice that some of the so-called advertising experts are throwing hand-springs of delight at sight of an advertisement issued by a Brooklyn butcher. I have not felt called upon to shout any "bravos" after reading it, but I give it here for those of you to read who are following this series of articles for criticisms, or whatever you choose to call them:

On the sunny side of Sumner avenue, in the morning, is my meat market. The number, to be more exact, is 330, which is next to the corner of Madison street. I but recently acquired this shop and I intend to conduct it in such a manner that you can not afford to neglect it if you are fastidious in your liking for meat and poultry. I am going to do what many an aspiring meat owner has done before, namely, make fair promises. But I am also going to do

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.

what few do do, that is, keep them or quit the business.

The first promise is to never sell meat which, as to quality, is not first class, fresh, clean and tender. And, as incidental to this, I promise to regard as an enemy of mine whoever receives in my shop any other kind and yet does not make complaint of it to me.

Next, I promise to keep my store fresh and tidy. I know no reason why a butcher store should be untidy and ill smelling. I purpose to keep mine attractive and help make marketing here as pleasant for women as in a dry goods or department store.

Then I intend that no customer shall have reason to complain that I do not try to satisfy his wants. No one, if I can help it, will receive one grade of goods when calling in person but another grade when a messenger is sent. You may send your order in a basket by your house dog and I will (if I understand your needs) give him what you yourself would choose. And when I do not (if perchance that should happen) I want you to feel that you will gain more by coming with your complaint to me than by quitting my shop without an explanation and patronizing some one else.

You can rely surely upon being treated with courtesy, be you whoever you may. I will not have a hasty temper shown in my shop while I am in the business.

And if what I here promise has any attraction for you, you and I can do a good business to our mutual profit.

A GOOD PLACE

for your orders for

Choicest Meats, Spring Chickens, Spring Ducks, Oysters, Clams, Lobsters, Trout, White Fish, Blue Gills and Bondless Herring is

Fulton Market Co.,
Elkhart, Ind.

When may I expect to see you?

Jacock's Market, 330 Sumner avenue, is on the sunny side, in the morning.

One of the experts, after reading Mr. Jacock's novelette, throws this bunch of roses:

Let's buy our meat from Jacock! He's an honest, sincere, unpretentious sort of a fellow, who's selling good meat. He may mix his syntax, but not his steaks. He thinks far more of roasts than he does of rhetoric. In fact, he is the very sort of a fellow from whom one would like to buy his meat. What is it about this advertisement that appeals to you—

that appeals to me—that appeals to any one who reads it? Unvarnished simplicity. This fellow had something to say and he said it. When he got through he quit—and not before.

In my opinion, Mr. Jacock had too much to say. So much, in fact, that I doubt if any one—aside from myself and a few others in the newspaper business—took the time to read it. No one can dispute that he said it all in simple language, and that he said some things which would make friends for himself

WELDON'S

Corner Market Street and
Third Avenue.
PITTSBURG, PA.

FRESH MEATS.

Spring Lamb Legs per pound, 17c.; Boiling Beef, per pound, 5c; Round Steak, per pound 12c; Tenderloin Steak, per pound, 15c; Sirloin Steak per pound, 14c; Rib Roast, per pound, 12c; Mutton, young stock leg, 13c.

if he could induce them to read the circular. How tempting it would be on a hot summer morning, when one was going out to do the marketing, to know that Jacock's store was on the "sunny side" of a street with a sunny name! The only fault with this advertisement—aside from the sunny feature—is that it is too long. Otherwise it is all right. But it is not so good that one need consider the author a wonder. But an advertisement, to be simple, need not get away from common sense. How absurd this does look: "You may send your order in a basket by your house dog and I will give him what you would yourself choose." One would think it was the regular thing for people living in Brooklyn to own house dogs. The Brooklyn butcher certainly knows that dogs are not permitted on the streets during the summer months unless muzzled—and a dog wearing a muzzle can not carry a basket. Mr. Jacock will next be writing his customers to send their office cats to his shop for "what you would yourself choose." I hope the advertising enthusiasts will not shoot off fireworks the next time they catch a glimpse of the Brooklyn meat artist's circular. —Jonathan Price in Butchers' Advocate.

Big Egg Farm in New Jersey.

The Monmouth Guaranteed Egg Co., capitalized at \$1,000,000 under the laws of New Jersey, has plans under way for a gigantic chicken ranch at Manasquan, N. J., on the coast. The tract of land secured for the purpose comprises 350 acres, and it is intended that the stock at the start shall be 150,000 laying hens. The ranch will be increased thereafter from its own growth.

The company has laid its plans carefully and expects to make its property the most extensive and best equipped chicken and egg ranch in the world. A system of herding hens and farming eggs, invented by John R. Benson, will be put in practice by the company and is expected to produce great results. Instead of allowing the chickens to run at large, they will be arranged in colonies of not more than thirty hens each. Every colony will have its own reservation, kept in perfect hygienic condition and always isolated from the others.

Received an Evasive Answer.

Lady (at fashionable garden party, trying to get a prescription without paying)—But tell me, doctor, dear, how am I to lose in weight?

Doctor—Try my butcher, my dear madam; you will find you will soon lose in weight there.

A woman with pale ears can be safely set down as one whose heart is hard to reach, while she whose ears are pink along the curled ribs and downy lobes is a creature of sympathetic and responsive temperament.

English Sausage Seasonings.

No. 9.

- 1 lb. pepper.
- 2 ozs. sage.
- 1 3/4 ozs. nutmeg.
- 2 1/2 lbs. salt.

No. 10.

- 6 lbs. pepper.
- 12 ozs. sage.
- 6 ozs. cloves.
- 11 ozs. pimento.
- 13 3/4 lbs. salt.

No. 11.

- 5 lbs. pepper.
- 9 ozs. sage.
- 9 1/2 ozs. mace.
- 12 lbs. salt.

No. 12.

- 3 lbs. pepper.
- 6 ozs. nutmeg.
- 5 3/4 ozs. mace.
- 7 1/2 lbs. salt.

No. 13.

- 7 lbs. pepper.
- 13 ozs. nutmeg.
- 14 ozs. sage.
- 13 ozs. thyme.
- 17 lbs. salt.

No. 14.

- 4 lbs. pepper.
- 7 ozs. sage.
- 4 ozs. nutmeg.
- 8 ozs. mace.
- 8 ozs. Jamaica ginger.
- 2 ozs. cloves.
- 10 3/4 lbs. salt.

No. 15.

- 1 lb. pepper.
- 2 ozs. mace.
- 1 oz. currie powder.
- 2 ozs. sage.
- 3/4 oz. cayenne.
- 2 3/4 lbs. salt.

A German butcher is very obtuse. One who was asked if his calf liver was fresh, said: "Sure; I kill only calves with fresh livers."

Highest Prices Paid for

Fresh Gathered Eggs

Best Prices Obtained for

Dairies and Store Packed

Butter

Dittmann & Schwingbeck

204 W. Randolph St., Chicago.

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.

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.

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.

PUBLIC SENTIMENT.

Enabled a Man to Make a Fortune Through Misfortune.

I've never told any love stories in this department, have I?

That's because I've been married three times, and "there ain't no sentiment" left in me.

But this week's article is going to have a little love in it. It is the story of a man whose fortune was made by his misfortunes.

And it's no fiction, either.

Last week his want advertisement appeared in the "Business Opportunities" column of one of the Philadelphia daily papers:

GROCERY BUSINESS FOR SALE.

FOR SALE—A retail grocery and meat business in town of 6,000; on two lines of railroad; town has four factories working full time, and is composed of good-paying people, all employed. No out stores in place. This store does a business of \$300,000 yearly, which may be increased by a little hustling. Reason for selling, owner wishes to retire, having made sufficient from the store to allow withdrawal from active business. The business will be sold at a fair price, and full chance will be given to investigate. A good investment for a young man. Address xxxxx.

I have blue penciled out the name and address, although they appeared in the advertisement. This man who wishes to sell his business and retire, "having made sufficient to allow withdrawal from active business," is the man whose fortune was made through his own misfortunes. Everything he says about his business is true. It is the largest store in the town, and reported to be the most profitable.

Twenty years ago this grocer was on the ragged edge. He was an ordinarily good business man with no more get-up-and-git about him than the law allows. He had run a couple of grocery stores in other places, and had made a bare living out of 'em. He was only making a bare living out of this one, and from all the information that I can gather, the living was getting barer every year. He was just one of the men who are good Christians but poor business men.

This grocer had a very handsome wife, about fifteen years younger than he. She was what some people call "sporty," while her husband was sober and quiet. It was an ill-assorted pair—a source of constant wonder as to how the two ends of it ever got together.

In this grocer's store as clerk—the only one he kept—was one of the handsomest fellows I ever saw. I remember him well. He was a great, big man, maybe 25 years old. He had very little brains, however.

After he had been in the store a while, you began to hear little spurts of gossip here and there about the fellow and his employer's wife. Nothing definite, you know, simply the indefinable little current of talk and rumor that you find in the shallow social circles in every country town.

It began to get stronger and stronger. People said they had been seen driving together; somebody else said they had gone to the city on the same train; still another said something else, and so it went.

Everybody pitied the grocer, for he was known to idolize his young wife, and he was plainly in ignorance of the whole affair. There were a whole lot of scandal-mongers who said he ought to be told, and "if they only had time they would tell him," but nobody did tell him.

The thing that finally did tell him was a note that the wife left, telling him that she had gone away with the handsome clerk. The poor grocer fainted dead

away when he read it. He had trusted both his wife and his clerk. To find that both were unworthy strained him a little too much.

The local papers published a whole lot about it—not that it was any surprise, for about everybody in the place said "didn't I tell you so?" to somebody else. You can imagine what a lot of conversation such an incident can inspire in a small country town.

Well, the poor devil of a grocer went all to pieces. He had no children, and his whole soul had been centered in his bad egg of a wife. He was going down very fast, and the town began to be exercised about him. I never knew a man who captured the public sympathy like that poor fellow. His misfortunes were the talk of the place.

Finally a self-appointed committee of well-known local men went to see him. My uncle was one of them and he told me about the conversation. The committee found the poor old grocer smashed all to pieces. He was dazed—hollow cheeks, black circles under his eyes, unable to attend to anything. He had no clerk, his business was suffering and a smash-up was just ahead.

The committee of men talked to the grocer for nearly three hours, and when they got through with him they had actually succeeded in getting a little heart in the man. They proposed to him that he lease a store building in the center of the place that had just become vacant and open a larger store. He had no money, but they agreed to put up whatever extra was needed. They told him the whole town was with him, and wanted to see him get along, and what was more, they would stand by him and patronize him.

It was hard work to arouse the poor fellow's interest, but they finally succeeded, and in a little while the new store was opened. The excitement of opening it got back a measure of the grocer's energy, and the fact that the town was watching him kept him keyed right up to the scratch. He got to be a better business man than he ever was before, or ever would have been if he hadn't been forced into it. The store has had an uninterrupted course of prosperity, and its owner now announces through the want columns of the daily papers that he has made "sufficient to allow withdrawal from active business."

The clerk who eloped with the wife married her after the divorce was granted the husband. Then he had the unutterable nerve to come back to the town and open a store. He stayed just six months. The people of the place turned him down so cold and hard that he never got even on the ragged edge of trade.

Now, I do hope all the married grocers who read this won't wish that some such way of making a fortune would strike them.—Stroller in Grocery World.

A Careful Husband.

Friend (after tea)—Your little wife is a brilliantly handsome woman. I should think you'd be jealous of her.

Host (confidentially)—To tell the truth Simpkins, I am. I never invite anybody here that any sane woman would take a fancy to.

A Suggestion.

Tharper—And how are you two getting on together?

Hornbill—I've tried everything to make my wife happy, but it seems no use.

Tharper—You haven't tried suicide yet?

Disappointment of Women Over Sentimental Proposals.

No man ever tells in what words he proposed marriage to the woman who subsequently meets him at the altar. Perhaps he doesn't know himself. If he is much in love he prepares for the ordeal by memorizing poetry, that he forgets at the critical moment and blurts out some old thing that makes the woman feel as if she would like to refuse him for being such a chump—if she were right sure he would propose again. So far as the man is concerned, it does not matter. With him it is merely a means to an end, and anything goes; but with the woman it is different. It is the supreme moment of her life. Ever since she put on long frocks and took to doing up her hair she has looked forward to the time when some man would fall in love with her and make a genuine, bona fide proposal for her heart and hand. She has imagined it always as being done in a thrilling and picturesque manner, like the way her favorite hero does it on the stage, or in a novel, and when the actual man comes along and bungles the situation she feels to her dying day that she has been robbed of her birthright of romance. Of course, it's a disappointment that one gets over after a while, and the other day a group of married women were discussing, with much amusement, this blasting of girl's dreams. "I think I had the worst experience," declared one. "Tom proposed to me one night, and I said yes, and bright and early the next morning—I couldn't sleep, you know—I went down to the hallowed spot to sentimentalize. I was simply bubbling over with poetry and romance and love's young dream; so you can imagine the jar I got when I picked up a little memoran-

dum he had dropped. It said 'Mention prospects in business; mention loneliness and love of home; mention congeniality of tastes; mention prospects from Aunt Mary; take her hand; never loved before; propose.' " "It was far enough from realizing my expectations, too," said another woman. "I'd always thought that the only man who could awaken an answering thrill in my heart would be a dreamy, poetical fellow; very tall, you know, and with a black mustache and soulful eyes. I had it all arranged in my mind just how he would woo me in a stormy fashion that would sweep me off my feet almost. I would be cold and haughty, but finally relent, of course, in time to be happy, and some night, when the moon was like a silver crescent and the flowers in the garden were making the air heavy with perfume, I would deign to listen to his pleadings, and he would murmur 'My beloved!' in almost speechless rapture. What I did was to fall in love with a little red-headed business man, and one day he said, 'Say, Sally, I'm going to New York next month. What do you say to my buying tickets for two?' and I answered meekly, 'Yes' and he's bought the tickets ever since, but it makes me mad even yet when I think of it. Why couldn't he have said something nice and sentimental and poetical? Even a sugar plum is better for being wrapped up in a rose-colored paper!" "Oh, I don't know," said the woman who had been married twice, "when a man is in dead earnest he always drops into prose. I should be suspicious of one who could repeat poetry. It would look as if he had had too much experience."

Keep step with the music or drop out of the trade parade.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.



Keep Your Eye on Silver Brand Vinegar

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

GENESEE FRUIT CO., Makers, Lansing, Mich.

Hardware

Catalogue House Competition and How to Meet It.*

A few facts as to what is catalogue house competition: To use the statement of one large catalogue house, they say, "We sell to you (the consumer) at wholesale prices and save you the retailer's profit." This is a very smooth statement; it will catch almost any one. We all want to save money. One would think the catalogue houses were the greatest philanthropists in the world. But are they? Are we in the wrong or are they? If their statements are really true, they should be hailed as benefactors of the race; but there is no truth in their smooth, well worded statements. They do sell a few staple articles at a very low price, cost or less, and then everlastingly soak the unsuspecting buyer on goods upon which he can make no comparisons.

Again, they buy largely of seconds, imitations and inferior goods of all kinds. These are not sold in their true colors, but as first-class articles. Not only do they do this, but they are substituting imitations in place of regular patented goods. They use cuts of standard articles, while the stuff sent out is a rank imitation. If the buyer kicks and returns the goods they then go to the jobber or maker and buy the genuine article and send that, saying the mistake had been that of a clerk and they had fired him at once.

Many of the leading catalogue houses are being sued at the present time for infringement. They also buy up large lots of damaged or inferior stock, which the maker is ashamed to put his name upon. No goods are so out-of-date that the catalogue house will not buy them if the price asked is low enough.

To sum up the case, the catalogue house stock consists of the stuff I have mentioned along with a few standard and staple articles. These last are advertised at a very low figure to bait the customer on to ordering the other stuff. My reason for going into small details is to impress upon you the fact that catalogue house competition has become a very serious problem.

Many dealers whom I wrote to claim they are not bothered by such competition at all, but their freight and express agents could tell a different story. The merchant may not be annoyed by having catalogue prices thrown up to him, but many hundreds of dollars of trade is being sent to the catalogue houses right before his eyes, but he sees it not. Again I say that catalogue house competition is a greater problem than most of us have any idea of. Nothing but organized effort can ever find a solution. Many of our members and most of the dealers outside this Association will say that I am overstating the case, but I have looked into this matter very thoroughly and can safely say there are but three cities in this State that are not affected—Detroit, Grand Rapids, and Saginaw.

I have had many express agents tell me that at least one-third of their incoming business was catalogue house shipments.

Now to the various remedies that suggest themselves to me. From the replies of many dealers to whom I wrote, I am sure they are too confident in their claim that they can successfully handle this question. They no doubt convince a number of customers that catalogue houses are not safe places to buy from and deal with, but they never hear of the hundreds that are sending in their orders right along and saying nothing. Many dealers to whom I wrote say they always meet catalogue prices and usually go one better. This, I believe, is not quite the truth.

I have taken the pains to make a list of about one hundred and fifty articles which are priced in a couple of the largest catalogues. In this list I have only taken one size or kind of each article. The list is composed of goods which are being used steadily by the farmers and

customers of the average hardware dealers, and are standard articles, which are supposed to have but a single standard of quality the world over. Madoles, Stanleys, Dietz, Coes, Barnes, American wringer, Russell Jennings, Landers, Fray & Clark, Morrills, Cronk, Sargent, Yale & Towne, Reading Hardware Co., Bissell, Winchester, Marlin, U. M. C., Dupont, Rogers, Kelly Axes, Hiller, and many others. I have here the list if anyone would like to see it. After these articles I have drawn three columns. The first has the prices the catalogues list at. The second has the price the jobber asks us for the goods. The third column contains the price any live, up-to-date retailer ordinarily gets for the article.

The total cost of one each of the articles as bought from the catalogue house is \$238.61. The cost to the retailer buying from the jobber is \$205.88. The regular selling price would be about \$267.27. Remember no freights have been figured in. The catalogue customer would have to pay as well as the retailer. Now for the percentages. Figuring on buying at jobber's selling price and selling at catalogue prices, a profit of \$16.70 can be made by the retailer, while if regular prices are received the profit would be 30 per cent. I would say here that the catalogue prices were taken from the latest edition, which was published about April 1st, while the jobber's prices are practically those of to-day. I doubt if there would be 10 per cent. profit on catalogue prices if the list was figured on the cost of the goods on April 1st. As we well know, there have been many reductions since then and the catalogue houses usually follow the market.

Would it be out of place to say here that many retailers have been selling merchandise during the past year for much less than jobber's or maker's prices? No catalogue house could stand the competition some of us have been giving them, when we actually sold goods about one-half what they could be replaced at.

To return, if all the articles on this list are genuine goods, no retailer can meet the prices and keep the goods in stock. In all the papers I have ever read on this subject, I have never seen a comparative list before, and I think many writers are wrong when they claim to always meet catalogue prices and still make a fair profit.

Taking it for granted that this list is of honest goods and not fakes, how are we to meet these prices? Only by buying as low as the catalogue houses. They buy as low, if not lower than many of our jobbers; consequently they can sell at what the retailer pays for the goods and still make a fair margin. But how can we buy as low as the catalogue houses? Only by co-operative buying. But before we can do this, we must have organization. Not of town only, county or state, but inter-state.

If it is not possible to so buy staples that we can compete with catalogue houses, ought we not let them severely alone? This we can't do until we have an organization which will include every dealer. We must all be arrayed against the enemy. This situation reminds me of a hunting trip I took once. One night we heard wildcats. As I was anxious for a cat hunt, the old trapper went back after his dogs. Next day we started after the bob-tails. Pretty soon the dogs gave tongue and then the tune changed, and we knew the cat was treed. We hurried over and found the cat on a low stump with the dogs in a large ring around it. But not a dog dared make the first leap. I laughed at the trapper and said he had an elegant lot of dogs, and offered him two cents for the lot. But the old fellow only grinned and said, "The dogs are all right, but they only want the right start. Watch me," he said, and walking towards the bunch he let loose the loudest "Hi-on" yell I ever heard. Every dog jumped instantly for the cat, and in a minute he resembled a badly used shredded wheat biscuit. We have the cat all right, but at present we are occupying the stump ourselves. We want to get the cat on the stump and then all jump together,

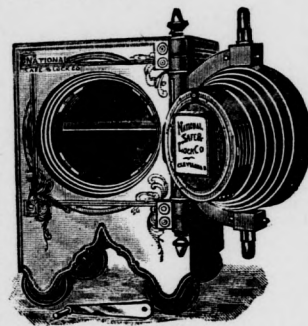
and if we can't entirely blot it out we can do much to destroy its disastrous effect on our business.

Now, to other features of the case: The poor quality goods sold as first-class. There should be a national law that will make it unlawful to sell a second or an imitation, unless so branded. This law is not beyond the possibilities. I believe there is such a law in Germany. Maybe some of our German members can enlighten us as to this. The pure food laws should go much further, and make it unlawful to sell adulterated goods of any kind. When a man buys wool, let it be so, not half wool and half cotton. The exact quality should be marked on every article sold. It ought to be unlawful to advertise one thing and then furnish another.

By organization it would be possible to so control the sale of hardware that other trades could not make advertising leaders and premiums of our staples. Large advertising concerns can often buy quantity lots of an article much lower than even our jobbers can. Then these articles are sent out as leaders and premiums. The clothing man gives away express wagons. The tobacco dealer, knives and fancy hardware. The dry goods concern has scissors to give away. Baking powder goes with enameled goods, and the grocery man has what is left and he sells it at cost to draw trade. The other trades use hardware as premiums and leaders and what we lose in this way is a vast sum.

If the retailer will never buy a cent's worth from a maker or jobber who sells outside the trade, it will not be long before this state of affairs ceases to exist. If the jobbers wish to keep our trade, they must help us in all possible ways, to offset the advantages the catalogue houses now have. Could not the jobbers' association, backed up by the retailers, put a stop to catalogue houses buying hardware at jobbers' prices? We can never hope to kill or cripple the catalogue houses by price cutting. If we try to do it in that way, are we better than they? If we could prevent their

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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.

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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.

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We carry in stock the
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AND
ARCTIC

Both of which have no equal.

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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

*Paper read by C. W. Casper, of Marshall, at annual meeting of the Michigan Hardware Association.

handling staples, they would soon die as a result of their deception and misrepresentation on the balance of their stuff. They can sell a strictly honest line no cheaper than we can. It is on the trash they make their enormous profits.

I think Mr. Foot, of Kearney & Foot, made a big mistake when he said catalogue houses and department stores wanted only good goods. He no doubt was flattered because they wanted his goods. But when they got them, they sold them at just exactly what the retailer pays for them. Some day Mr. Foot can decide whether it is better to sell the catalogue houses or the retail dealers of this country.

We must defeat the parcels post law. It is only in the interests of catalogue and department stores. It is not a just law because it is helping a few at the expense of the many.

Now I want to tell you of a little thing that occurred in my own town: A farmer wanted a windmill; he visited all the dealers in Marshall and Albion, and when he had shopped to his heart's content, he claimed we were all robbers; that he could buy a mill in Chicago that was far better for less money. So he sent along his cash and in a few weeks along came his windmill, etc. When he paid the freight he wondered at its lowness. Then he discovered the mill had been shipped from Albion, and on closer examination he found it the same mill he had been offered there at \$8 less than he paid the catalogue house. He got mad, but that's all the satisfaction he got. Now to the strangest part of my story: Last week this same farmer sent in another order to a new catalogue house because their prices on churns and pumps were lower than he was quoted in Marshall or Battle Creek. I have a curiosity to know how he will get soaked this time.

It seems rather a strange situation that I will now give you: The farmer and average small town resident cry out against trusts, combinations, corporations and millionaires; yet any order they send to catalogue houses goes to enrich a large, wealthy corporation. It also takes the bread and butter out of the mouth of the man who pays most of the taxes and Government expenses—the retail merchants.

Say it should come to pass that catalogue houses will run the small retailer out of business, it would only be a few weeks before all the catalogue houses were in a trust or combination, and away up would go the prices, and up they would stay. The people of this country must soon realize that it is far better for the wealth of the land to be distributed among the many rather than the few. It will never be the case if the catalogue house principles prevail. When the department stores of Boston had their boom several years ago, of the 3,499 small dealers over 65 per cent. had either failed or sold out inside of fifteen months and over 600 have since gone out of business. Look at the vacant stores in Chicago. Are the people benefited by this change? I do not think they are.

It seems as if the principal advertising experts all advocate writing an advertisement which will knock the breath out of our competitor by the extremely low prices we can make on a certain article. As one of them said: "To advertise a \$10 article at \$9 will go farther to convince buyers than anything else that could be written." Many dealers have written papers read before hardware associations advocating selling leaders at cost or a little below; to make large displays of these leaders. If one does this he should never cry out in pain when the department or catalogue house hurts him. If you start on this trail the first you know you will be buying seconds and imitations, and then you are trotting in the other class.

Would it not be far better for the hardware trade to be the one that is above the "faky, schemey" methods of the day? We ought to have the most solid business in the world. It is one that requires great ability to make a success of it. Where is the business outside of the professions that requires the same amount of study and training?

The racket stores started up to sell a grade of goods that the hardware dealers did not think fit for their shelves. Ought we to fall to their level? Is it not the best policy to handle only good, honest, reliable goods and have our customers feel that when they have bought an article at our store it must be the best and not a fake, because they bought it of a hardware dealer?

There is no branch of trade that dare open up their methods and practices as the hardware trade has done in the past few years.

The proceedings of the various hardware associations make good, solid, instructive reading for any student or thinker.

I know it is not easy to stand up for highest quality in both goods and methods when assailed by low grade competition. But will not the success be all the greater when it does come?

Ought not the hardware dealers' motto be: "Not how cheap, but how good?"

I believe I have shown up enough of this evil to set us all thinking, and would like to hear from every member here during the discussion.

The Western Stove Trade.

Quite a change has occurred in the condition of the stove business in the West during the past four or five weeks. Manufacturers report the outlook less satisfactory. For instance, the failure of crops in a portion of the Northwest has so curtailed the demand for stoves and ranges from dealers in that section that it is impossible to judge what their wants will be later in the season in time of need, as that is the time they will order this year, and not in advance of their wants. Hard times in that locality will probably cause a demand for the cheapest kind of stoves and ranges. In other portions of the West where crops are not a failure, the condition of general business is very good and collections are satisfactory. Nevertheless the merchants even there are very cautious in placing orders. They seem to have great hopes of a decline in prices, or at least they do not anticipate any advance, and as they seem to be quite well stocked for immediate business they do not feel disposed to order except in small quantities.

In view of these facts manufacturers and jobbers hardly know what the season's demand will be, or when it will come. As the manufacturer is compelled, in order to secure what he wants, to buy raw material some time in advance of his needs, and is confronted by the advance in labor and a scarcity of skilled molders, and is obliged to pay cash for iron, he will be cautious about making up large quantities of stoves and ranges. Manufacturers and jobbers are, therefore, of the opinion that the retail dealer is making a mistake in not placing his order now. The prices on stoves and ranges can not be reduced this season for reasons which have been stated at length in our columns.

Those who desire to secure stoves of special kinds and qualities to supply their trade should not wait until the fall rush is on. It is a poor time to buy when everybody is buying.—Metal Worker.

Horse Shoes Hold Firm.

Manufacturers of horse shoes held a conference recently, but no change was made in current quotations. Recent reductions previous to the meeting put this commodity on a more satisfactory basis and demand has shown a substantial increase since then. However, it is claimed that some of the manufacturers are slightly irregular in their prices, this irregularity applying largely to independents who have surplus stock on hand which they are trying to move by making concessions in prices. There is not entire uniformity in the matter of freight allowances or deliveries.

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
Bolts	
Stove.....	50
Carriage, new list.....	50
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.....	1/2 in. 5-16 in. 3/4 in. 1 in.
BB.....	8 c. 7 c. 6 c. 5 c.
BBB.....	9 7/8 7 3/4 6 3/4 5 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 Sileks.....	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.....	70
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17
Discount, 65 10.....	
Gauges	
Stanley Rule and Level Co.'s.....	60&10
Glass	
Single Strength, by box.....	80&20
Double Strength, by box.....	85&10
By the Light.....	80&10
Hammers	
Maydole & Co.'s, new list.....	33 1/2
Verkes & Plumb's.....	40&10
Mason's Solid Cast Steel.....	30c list 70
Hinges	
Gate, Clark's 1, 2, 3.....	60&10
Hollow Ware	
Pots.....	50&10
Kettles.....	50&10
Spiders.....	50&10
Horse Nails	
Au Sable.....	40&10
Putnam.....	5
House Furnishing Goods	
Stamped Tinware, new list.....	70
Japanned Tinware.....	20&10
Iron	
Bar Iron.....	2 75 c rates
Light Band.....	3 1/4 c rates
Knobs—New List	
Door, mineral, jap. trimmings.....	85
Door, porcelain, jap. trimmings.....	1 00
Lanterns	
Regular 0 Tubular, Doz.....	5 25
Warren, Galvanized Found.....	6 00
Levels	
Stanley Rule and Level Co.'s.....	dls 70
Mattocks	
Adze Eye.....	\$17 00 dls 60
Metals—Zinc	
600 pound casks.....	7 1/2
Per pound.....	8
Miscellaneous	
Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	80
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
Molasses Gates	
Stebbins' Pattern.....	60&10
Enterprise, self-measuring.....	30
Pans	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.....	10 75
"B" Wood's patent planished, Nos. 25 to 27.....	9 75
Broken packages 1/4c per pound extra.....	
Planes	
Ohio Tool Co.'s, fancy.....	50
Scotch 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
10 to 16 advance.....	5
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	13 00
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.....	3 20
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	13 00
Ropes	
Sisal, 1/2 inch and larger.....	9 1/4
Manilla.....	14
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 \$3 00
Nos. 18 to 21.....	3 20 3 00
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....	
Shells—Loaded	
Loaded with Black Powder.....	dls 40
Loaded with Nitro Powder.....	40&10
Shot	
Drop.....	1 50
B B and Buck.....	1 75
Shovels and Spades	
First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10
Solder	
1/2@3/4.....	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
Squares	
Steel and Iron.....	65
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.....	
Tin—Allaway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50.....	
Boiler Size Tin Plate	
14x56 IX, for No. 8 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, Nickel.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.....	70&10

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Send for samples and prices.

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

Poultry

Practical Pointers on Raising and Marketing Capons.

When raising capons the breed should be carefully considered. If the operation is performed early, the capon will not develop a comb. The operation should be performed before the bird is three months old. It is a waste of time to use small birds and scrubs, as they will only sell as second-class stock. The larger capons, according to our information, are produced by crossing a Dorking male with Brahma hens, and the best in quality are produced by keeping the pullets of the Dorking-Brahma cross and mating with an Indian Game male. The capons so produced combine the size of the Brahma, the compactness of the Dorking, and the full breast and juicy qualities of the Indian Game. Other good crosses may be made by the use of the Houdan male with Brahma, Cochins, or Plymouth Rock hens; or the Dorking or Indian Game may be used in place of the Houdan. The hen should always be large. The form and quality are mostly derived from the sire. Buyers are not so particular about the color of the legs and skin of the capon as they are of its size and attractive appearance in other respects, yet a yellow-legged capon holds an advantage. Yellow legs may be secured by using Plymouth Rock males on pullets that have been produced by mating a Dorking male and a Brahma hen. Such a capon will be of excellent quality and will always bring a good price. Light Brahma males are also mated with Cochins, in order to secure large capons, but they do not have that full breast that is imparted by the Houdan, Dorking or Game. If the color of the legs is of no consequence, the Houdan male and the Langshan hen produce excellent capons when mated.

A capon grows and fattens on a small amount of food. The first point should be to secure large frames, and fatten them after they are fully matured. If the capon is produced from a large breed it should have plenty of time for growth—about fifteen months—for every pound is valuable. The food should be nourishing but not fattening. Wheat, oats, pounded bone, meat, milk, and green food, all that it can eat twice a day, will be sufficient to help capons rapidly in growth.

Capons should be put in a small yard (not too crowded) three weeks before being sold, and fed four times a day, giving plenty of corn and also a variety of other food. One of the best preparations for fattening capons is corn-meal and ground oats, equal parts, adding half a pound of crude tallow to every quart of the mixture. Moisten the whole with skim-milk or boiling water, and season with salt.

The comparison of a well-bred, well-kept, well-fed capon with a cock of the same breeding will show that where a cock reaches 10 pounds in a given period of time, the capon will weigh $\frac{1}{2}$ more, and the difference in price is three to four times as much. If, instead of keeping the yards full of useless and unprofitable cockerels, the caponizing was resorted to, there would be a greater desire to have more cockerels hatched than pullets. By keeping good breeds neighbors may be induced to use the eggs for hatching purposes. Then the surplus cockerels may be bought at a slight advance, as they will prefer to

keep the pullets for their own use. By then providing the neighbors with pure-bred males every season, there would be no limit to the supply of eggs for hatching cockerels and capons.

In dressing capons the feathers are left on the neck, legs, wings and rump, and the tail feathers are also left. Other-wise capons should be dressed for the Chicago market the same as other fowls, except that they should be dry picked, as it would be impossible to scald them and leave part of the feathers on, and if they are scalded the same as other chickens they will not bring any more than the price of common fowls, for they are distinguished more by the way they are picked than in any other manner. All other chickens sell better in the Chicago market scalded, while turkeys sell best dry-picked.

Capons are in the best demand with us from the first of November until the first of May. The highest prices are generally obtained from January to May. For the last year or two there have been a great many common roosters dressed in capon style and sent to market, which has hurt the capon trade some; but still a good capon always brings a good price. The larger the birds are the more they will bring per pound. Birds that weigh less than 7 pounds each will not bring any more than common chickens, as a rule. Each year the demand for genuine, large capons becomes greater. The reason for this is that people are becoming educated to the enjoyment of this luxury.

Looking over the quotations on January 1, we note that large and choice capons sold, dressed, at 15 cents per pound, while mixed lots brought 12 cents per pound. What are termed "slips" (cockerels that have been imperfectly caponized) sold at from 8 to 10 cents per pound. A capon will bring upwards of three times as much as a cock. Capons grow to be larger and heavier than cocks, and may, if well bred, be made to obtain a size of from 12 to 15 pounds each. A capon of such weight will sell at from \$2 to \$3, while a cock will not bring more than 50 cents. Yet it costs as much to raise cocks as to raise capons. P. H. Sprague.

Don't Crowd the Coops.

One of the things some live poultry shippers do not fully appreciate is that there is no profit in crowding poultry at any time, and in the summer when weather is hot it is impossible to keep the shrinkage down when the poultry is crowded in the cars or coops so heavily that they die from suffocation. If weather is hot when the poultry is started the shipper is apt to properly fill the coops, but when a cool wave appears they crowd in the poultry in most cases as heavily as during cold winter weather. The result is that weather often turns warmer before the car reaches its destination, and the car arrives with a heavier shrinkage than is necessary or would have been had the fowls been packed more thinly.

Do Not Miss It When You Travel

To Buffalo, Albany and New York. The Detroit-New York Special running between Detroit and New York, via Michigan and New York Central lines, is the fastest train running eastbound from the State of Michigan. It leaves Detroit at 4:25 p. m. daily, reaches Buffalo 10:10 p. m., Albany at 6:25 a. m., and New York Grand Central Station at 10 a. m. All Michigan lines have direct connections therewith. It is an up-to-date business man's train in every respect. 885

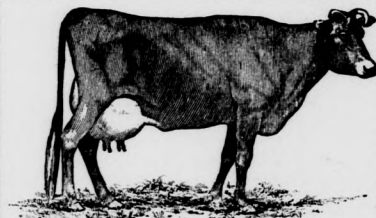
We will Move August 1

To larger and more convenient quarters, where we will have about three times more floor space to do business than we now have. The building is specially equipped for a general

Wholesale Produce House

Is located at 388 High Street, East, directly opposite Center Eastern Market Square. We will be in position to give the trade, both country and city, better service and satisfaction than heretofore. You will hear from us when we are settled. In the meantime we solicit your business at the old stand.

Hermann C. Naumann & Co.
Detroit, Michigan



TRADE MARK

Phelps, Brace & Co., Detroit, Mich.
CREAMERY BUTTER FOR SALE
We have some of the finest new-made Elgin Separator Creamery, which we offer at 20c in 30 or 60 lb. tubs. This is positively the finest butter made. Send us your order for at least one or two tubs for a trial, and you will want more. We ship butter to every part of the country in good shape. It is held in our freezer until the hour of shipment. The same attention is given to orders for one tub or 100. Butter from now on is going to be very scarce and higher. Dairy butter will be impossible to get. Please do not forget where you can always get Choice Creamery Butter at the right price.
E. A. BRIDGE.
Both long distance 'phones 111.

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.

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.

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

R. Hirt, Jr.,

Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437-439 Winder St.

References: Dun or Bradstreet, City Savings Bank.

The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, July 21.—While the country trade seems to be holding somewhat aloof from the coffee market, there is, notwithstanding, an active trade, and the situation is firm and still higher rates prevail than last week. The receipts at primary points of shipment continue very light and the outlook is certainly very much in favor of the seller at the moment. In store and afloat the amount of coffee aggregates 689,894 bags, against 1,114,360 bags at the same time last year. Rio No. 7 closes at 9 7/8 @ 10c. With receipts at Rio and Santos running only about half as large as last year, there seems some foundation for the strength now shown in the coffee market; but there are strong advocates of both sides, and to buy or not to buy at prevailing quotations is a question even among experts. Mild grades of coffee seem to sympathize with the Brazilian market and we have Good Cucuta quoted at 11c. While there is no special demand for East India growths, the market is firm.

With each day there comes added strength to the tea market and it is said that some of the large importers have withdrawn from the market as sellers, owing, probably, to the unsettled Chinese question. A fair trade has been done in line business and full rates are paid. Buyers are not looking for job lots and sellers are certainly making no concessions.

The tremendous rush has subsided to some extent and sugar refiners will soon be able to take a breathing spell, although, as yet, they say there is no improvement in their deliveries, which are far behind. Hards are unchanged from 6.10 for granulated, although softs have been shaded 5 to 10 points.

There is some activity among rice exporters, but from home trade there is little doing. Quotations are practically without change.

Cassia is strongly held, owing to the Chinese outlook. Pepper is also firm. With these exceptions there is little doing and both buyer and seller seem to be waiting for something to turn up. Singapore pepper, 13 1/4 c in an invoice way.

The market seems closely sold up on desirable grocery grades of New Orleans molasses and quotations are very firmly held to. However, the demand is not especially active and the weather is too hot to expect large transactions in an article so susceptible as molasses. Good to prime, 20 @ 37c. Foreign grades are steady, with Puerto Rico held at 34 @ 40c for round lots. Syrups are steady and practically unchanged.

Trade in canned goods is very active, both here and in Baltimore, and the situation is certainly a strong one. There seems to be no reason why this should not be the condition for the remainder of the year. With prosperity everywhere and with a rather light carry over from last year and with a light pack of a number of articles, it seems altogether likely that the canned goods market will have almost a banner year for the next twelve months. It certainly seems as if the retailer might carry very liberal stocks to advantage. It is said that the acreage of tomatoes will be reduced from a quarter to a half of the output of last year in Maryland, Delaware and New Jersey. Spots are strong and the outlook is encouraging for sellers. There is a good demand for peaches and all Maryland is happy.

Lemons are firmly held and sales at auction show that the trade is making hay while the sun shines. The very hot weather has acted in a most favorable manner upon the lemon market and offerings at auction are quickly taken. Sicily, 300s, are worth from \$5.25 @ 6.50, and 360s from \$4.75 @ 6 per box. Oranges are firm and the supply is light. California navels, \$4.65 @ 5.10; Valencia, \$4.25 @ 4.50. Bananas are lower, the hot weather making havoc with arrivals. Firsts, per bunch, \$1.25 @ 1.50 for Aspinwalls and Jamaicas. In domestic fruits there is noted an increased supply

of apples, but the quality leaves much to be desired. Peaches are quite plentiful and are worth from \$1 @ 1.25 per carrier, with some fancy Georgia fruit rather higher. Watermelons are plenty within a range of \$15 @ 25 per 100 as to size. Vegetables are plenty and very cheap.

Hardly a particle of change has taken place in the butter market and quotations are identical with those which have prevailed for several weeks. Best Western creamery, 10 1/2 c and thirds to firsts, 16 1/2 @ 10c; Western imitation creamery, 17 @ 17 1/2 c; Western factory, 15 1/2 @ 16 1/2 c.

There are considerable stocks of cheese on hand and the weather has been so hot that arrivals are showing up rather poorly. Prices sag, and the outlook will not improve until cooler days come. For large size, full cream, 9 1/4 c seems to be the top.

The egg market is firm and for good goods the demand is more than equal to the supply. Prime Western, 15c; selected, 13 @ 14 1/2 c.

The bean market is weak and the situation a waiting one. There is no change in quotations noticeable.

What Would You Have Done?

The following incident is true. It happened in Boston. A lady went into the shoe department of one of the big stores. She said to a clerk: "I bought these patent leather shoes here a few days ago. I don't like them. They fit all right and I have worn them two or three times, but don't like them. I want you to give me back my money."

"Doesn't it occur to you that such a request is very unreasonable? You have worn the shoes, and admitted that they fitted you. You have no good excuse, and we can not give you your money back," said the clerk.

"But," said the lady, "I have been a customer of this department for several years. The price of these shoes doesn't mean much to a firm like yours, but with me every dollar counts, and I ought to have the \$2.50 back."

"I am sorry, madam, but we can not accede to such an unreasonable request," replied the clerk.

"Take your old shoes," said the lady, throwing the bundle down in a spiteful manner and starting toward the elevator.

"Wait a moment," said the clerk, and while she was waiting he conversed with another man, one evidently in authority.

Finally this gentleman came across the store and said to the lady, "You say that you have been a patron of this house for some time, and we always aim to please all our patrons. Your request is entirely out of reason, but if you insist, after understanding that the shoes, if we take them back, will be an entire loss to us, we will give you the \$2.50." She took the money.

Evils of Good Advice.

"Say," said the man with the worried look, "do you remember giving me a lot of advice about two months ago?"

"Yes," replied the man with the wise expression.

"Told me if I wanted the girl to make love to her mother?"

"Uh—huh."

"Said if I could get the old lady on my side all I had to do was to toddle around with a ring and say 'When?' to the girl?"

The wise man nodded.

"Said for me to compliment the mother on her youthful appearance," continued the worried man, "and give her a jolly about how sad it was that the young ladies of the present day were not to be compared with those of the past?"

"Yes, yes. You won the girl, I suppose?"

"Yes, I did—not. The old lady sued her husband for divorce and me for breach of promise."

He Still Had Them.

Judge—I see you lost a couple of front teeth in the fracas.

Prisoner—No, Your Honor, I didn't lose them.

Judge—But they are missing.

Prisoner—Yes, but I swallowed them.

PEACHES

Every indication points to a large crop and that the fruit will be of the finest quality. We solicit your standing order for regular shipments and can guarantee you satisfactory service and lowest prices.

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

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.



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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Clerks' Corner.

My Experience as a Shoe Clerk.

My experience as a shoe salesman began nearly eighteen years ago when I accepted my present position. I had formerly, for five years, been employed as a salesman in a large retail dry goods house, and I want to say here that if ever there was a business that "tried men's souls" this is the one. When our house began business there were only about four exclusively shoe stores in our "City by the Sea." There are now about fourteen such stores. All the stores were then selling retail and wholesale in a small way. Goods then had to be purchased in solid case lots, regular size, and stock goods for ladies, misses and children were kept on the shelves in large green stock boxes, holding from twelve to twenty-four pairs of shoes, each box having one shoe suspended by a cord on the outside to show what style was contained therein. Brogans, grain, kip and calf boots for men and boys, cloth and cloth-foxed balm and congress shoes and pegged sole grain polish and polkas for women were then in great demand. About five years later these styles began to play out, there being a demand for better and more stylish goods. At this period several more shoe houses had been opened and as none of them were paying their entire attention to the retail trade, we concluded that this should be done and we immediately began to close out our stock to make room for a better class of goods for the retail trade strictly.

At this time nearly all shoes were put up in individual cartons, a great advantage to the retailer as he could keep his stock in better condition than formerly and could make sales easier. Better goods now took the place of the heavier and coarser goods and boots were then fast going out of use. Spring heel shoes for ladies, misses and children were at this time shown by the manufacturers and we, believing that these were the proper shoes to be worn for health, began to push them to the trade. We soon found out that our conclusions were correct, as the use of the spring heel gave to the wearer a more graceful walk than the heel shoes, caused the shoulders to be thrown back, thereby giving free action to the lungs, which is so necessary to good health.

At the time ten years later, instead of having to buy as formerly case goods in regular sizes, we were allowed to purchase just what we wanted in any size and width. This was a great advantage to the retailer, for the reason that if he was thoroughly acquainted with the wants of his trade, which he should be, he could then more carefully and judiciously order just about what he could dispose of during the season, leaving fewer goods to be carried over than formerly. We also found out by careful observation and study that to purchase direct from the manufacturer making our line of shoes we received better and more satisfactory results.

The one great and disastrous trouble for the retailer (and sometimes for the manufacturer) is that as a general thing the manufacturer changes the styles too frequently and then does not so advise his trade (the retailer) with sufficient time ahead to allow him to push or dispose of the styles then on hand, which operates both against the manufacturer and retailer.

My observation is that there should be a standard rule of measurements used by

all manufacturers so that, for instance, should a customer want a certain style of shoe that you did not have, you could order same for him, after fitting him in some style from your stock to get the correct size and width. In more than one-half the cases you will find that the shoes do not fit nearly so well as the shoe you had formerly tried on your customer. And the reason for this, as I see it, is on account of the manufacturers not adopting standard measurements by which every shoe in any style, the same size and width, would necessarily measure the same at the ball, waist, instep and heel. Then we could order a regular size as a special pair, knowing that the same would fit when they came, which would certainly benefit the dealer.

By observation it is my opinion that the advertised specialty shoes are not the ones for a retailer to handle if he has a good reputation and a growing trade, for the reason that to place this shoe on the market costs a great amount of money, which must necessarily be reckoned in the cost of manufacture of said shoe, while a dealer who knows his business can sell a much better shoe for the same money. Then again, I am opposed to a dealer using his influence and labor to advertise another's shoe, when if there be any merit in the goods he should be entitled to the benefits by his reputation and should allow only his name to be placed on all the goods he sells. Still another reason is that should the dealer, through his reputation, be successful with this shoe, and should by any means lose the exclusive sale of same, another dealer would then reap in part the benefits of his labors.

A salesman who would be successful should leave no stone unturned, but should read all literature possible bearing on the production, manufacture and styles of everything in the shoe business. He should visit the factories when possible and study the process of manufacturing. He should see that his stock is kept clean and in order, that the show windows, which are great advertisers, are neat and tastily arranged at all times as this is inviting to customers, and the cost to do this is in my judgment money judiciously spent. He should treat all customers with the same kind and courteous attention, wearing a smiling countenance at all times, remembering that customers even in the more unfortunate walks of life have influence, which will be used for his success if they be well treated—at least this has been my experience.

I have also found that the knowledge of how to take measures properly, by which to have shoes made for customers who can not be fitted from stock, is both profitable and an advantage over those who possess not this knowledge, as this alone has given the writer very many customers here, through the State and adjoining states.

At all times study to please your customers, and never tell them anything concerning your goods that you are not reasonably certain is true.—A. S. Holden in Boot and Shoe Recorder.

At a time when every man, woman and child in Colorado Springs was investing in mining stock, and almost every man, woman and child had been badly bitten, it happened that a certain mine owner and stock manipulator died suddenly. The local paper held the press to put in an account of his death, headed "Death Loves a Shining Mark," but when it came out the people with whom he had had his business dealings were surprised and pleased to read, "Death Loves a Mining Shark."

Crockery and Glassware

AKRON STONEWARE.

Butters

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

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

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

Tomato Jugs

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

Preserve Jars and Covers

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

Sealing Wax

5 lbs. in package, per lb.	2
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FRUIT JARS

Pints.	5 50
Quarts.	5 75
Half Gallons.	8 25
Covers.	2 75
Rubbers.	25

LAMP BURNERS

No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	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. Tilted 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 Quick Place

This is the place to turn to when you want something quick. If it is some more fly nets or lap robes, or binding twine, or feed cutters, or guaranteed harnesses, this is the one place you know you can depend upon for a swift delivery. Telephone us—that's the best way, and certainly the most satisfactory.

Brown & Sehler
Grand Rapids, Michigan

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.

Commercial Travelers

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

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

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

Grand Rapids Council No. 131, U. C. T.
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Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

One of the most puzzling, and at the same time most interesting, pursuits is the proper study of mankind and the art of cleverly making use of the knowledge thus acquired, in every day life. This study of human nature furnishes material for very earnest, and, sometimes, for quite comical observations. The man who would not embitter his life and diminish its joy should try his best to look at what happens from the sunny side, taking people as he finds them, and not indulging in useless lamentations about the wickedness of humanity.

If he is wise and clever, he will smile at the foibles of mankind and overlook them, but at the same time, if he has a chance, use them to his own advantage. The study of mankind, by which I mean the true knowledge and appreciation of those with whom we come in contact, will be of great importance to us in social intercourse. It can be made a means of largely increasing our commercial profits, although we need not in the least violate the laws of strict integrity. For the commercial traveler particularly, a just insight into character is a most profitable attainment. He will see in an instant what kind of person he has to deal with, and if he understands the art of correctly judging people, and if on every occasion he knows how to treat those with whom his business brings him in contact, he will seldom meet with failure; while on the other hand, all his efforts might be in vain if he had got a false impression of a customer's character. It would be useless trouble, and as absurd as ridiculous, to attempt to give special instructions connected with the study of mankind to those whom nature has denied the aptitude for it. To do so is not the object of this treatise, but at the same time to introduce some general suggestions regarding characters whom the salesman might encounter in his travels may not be out of place, and may, I hope, prove of value to my younger readers.

One habit in particular, and one perhaps oftener met with among business people than in any other class, is that of boasting. There are many people who seem to think that by big swelling talk they can make a favorable impression on the salesman concerning themselves and their business. Generally of narrow intellect themselves, they presume that the drummer is simple enough to let himself be duped by their fine talk, and imagine that they can induce him to send his firm a more favorable report about the new customer than he would otherwise do, they thus having a better chance of obtaining more credit. On a salesman who is somewhat experienced, such conduct, instead of the desired, has just the opposite effect; he will certainly not allow the boaster an extended credit. He is more likely, on the contrary, to reduce the same and to draw from such a man's extravagant talk the conclusion, which is often found to be a correct one, that he has to do with a person who endeavors to hide the bad financial condition of his business behind bragging exaggerations. I feel able to say, as a fact, that a solid and trustworthy merchant will under no consideration stoop to the tricks of the business braggart, whose only object is to induce the agent to have a higher opinion of him than he is properly entitled to. Solely by the conscientious and punctual settlement of his liabilities and obligations will the honorable merchant increase his credit.

A boaster receives the salesman with feigned indifference, talks of his extensive business and of the number of offers tendered him from all sides daily, doing his best to make us believe that he is "drummed" to death, that his stock is immense, and that everything is booming. He who does not know the bird by its feathers might become a subject of the delusion that this man was doing a phenomenal business. Is the concern of which he is at the head in any way of doubtful standing, then it would be better not to be bothered with the man at all. Occasionally, however, one comes across a braggart who, in regard to finances, enjoys the best of reputation, and an order from him is therefore very acceptable. Common sense teaches us that it would not be judicious to let such a man know what we think of him; nay, let us rather listen in mute admiration to his pretentious talk, until the flow of words has exhausted itself. Now we must make our offers, introducing honeyed remarks expressing the ardent desire to do business with a man whom all the world wishes to have for a customer, observing that, where such a large amount of stock is on hand, there is most assuredly enough room for a few barrels of this ware or for several pieces of that article, the more so as under the circumstances we can let him have them at unusually low prices.

The grand airs that he puts on when first receiving us will shortly disappear. A troubled expression will steal into his face, and, if we study and watch him closely, we shall soon find out that the only obstacle that has to be overcome now is a certain shamefacedness on his part to give an order that amounts to only a few hundred dollars, when but a few moments before his talk went into the thousands.

Be assured that all our difficulties in bringing this worthy fellow over to our camp will now soon be conquered. We tell him that we understand perfectly well how, with his extensive business, he would hardly think it worth while to make so small a purchase; that we regard it merely as a sample order, and, considering the great inducement afforded, even the sacrifices we were willing to make, he should not let this splendid opportunity slip through his fingers to increase his connection with the best firms still a little further.

In drawing his attention to all our advantages, we can now easily begin to pay this braggart back in his own coin, without arousing in him the least suspicion that we have found him out; and before he is aware of the fact the fox is caught in his own trap and a good sized order entered in our note-book. It is allowable and justifiable to dis-

play craft and cunning when others attempt to fool us, the more so if it does not entail bad consequences or losses to the person thus handled.

Airs and conceit are generally accompanied by narrow intellect. Real worth needs no mask to make itself appreciated; conscious of its own value, it is unassuming and reserved.

Gripsack Brigade.

J. A. Clark, of Macomb, Ill., succeeds A. B. Clark as Illinois and Iowa salesman for the Tappan Shoe Co., of Coldwater.

Detroit News: Robert Taylor, a traveling salesman of this city, has started suit in the Circuit Court against the Western Reserve Woolen Co., of Cleveland, claiming that commissions amounting to \$208.58 are due him.

Charles L. Moody, for many years in charge of the grocery department of the Sands & Maxwell Lumber Co., at Pentwater, has accepted the position of traveling representative in Western Michigan for J. G. Flint, of Milwaukee. He will reside in Holland.

Arthur B. Clark, who has covered Illinois and Iowa the past five seasons for the Tappan Shoe Co., of Coldwater, has engaged to cover Michigan and Illinois for the C. & E. Shoe Co., of Columbus, seeing his trade twice a year. Mr. Clark is an aggressive and energetic salesman and expects to make a new record with the new house.

Saved Time by Making a Short Cut.

A Grand Rapids traveling man who has recently returned from a trip through Arkansas, writes the Tradesman as follows:

The other night, on an Arkansas train, a drummer called the conductor, and asked:

"Are we on time?"

"Yes."

"Glad. Are we on the track?"

"I don't know, but I'll go forward and ask."

He went away, and, returning, said: "I am informed that we left the track about five miles back. We are now running on the country dirt road, and, if we don't meet a wagon, we'll be all right. You see, there is a big bend in the road back here, and we save time by taking a short cut."

Proposed To Have Things Harmonize.

"Have you ordered dinner, sir?" asked the waiter.

"This isn't dinner," said the man who is nothing if not patriotic.

"I beg your pardon—luncheon."

"It isn't luncheon either. This is a Fourth of July celebration. I've bought a red, white and blue striped shirt, red, white and blue hose, and red, white and blue suspenders. Now I want you to bring me some red snapper, some white perch and some bluefish."

Hot Weather Test of Love.

She—Are you sure you love me, George?

He—Love you? Do you think if I didn't I'd be sitting here sweating out cuffs and collars, when I might be cool and comfortable at home with next to nothing on!

Good for California.

California pears of excellent quality have arrived in London for the first time this season. The Daily Mail says that the competition between French and California shippers of pears will result in the French fruit being driven out of the market, as the pears from California are of better quality.

An Omaha woman has been arrested for kissing a man against his will. As she is young and good-looking, we can not conceive how the man could be so ungrateful and ungallant.

The Grain Market.

The past week has been uneventful in the wheat situation. Prices have varied some, but not enough to cause much excitement—one day up and another down. The final close to-day was 2c under the same day last week. The depression is unaccountable, because the situation is certainly much stronger than last week, as the authentic reports from the three Northwestern states fully confirm the small crop. The rains have deteriorated the crop, instead of improving it, as it helped the weeds grow to an amazing extent and many fields that had a little wheat had to be cut with a mower, instead of a reaper, and is being used for fodder. The threshing in Kansas, as stated in our last, is somewhat disappointing. The Pacific coast reports a deterioration of over 25 per cent. Ohio and Indiana have not gained any, while our own State shows up rather disappointing where threshing has been done. We hear of fields which promised 10 bushels yielding only 3 to 5 bushels. This may be exaggerated, but we will get some more authentic reports soon, as the millers are watching the outcome very closely. North of us it seems better than south. We are sorry to have to record these things, but think the public ought to know the facts. The Argentine has sent about all the wheat to market she has and the visible showed a decrease of 450,000 bushels, against an increase of 1,461,000 bushels last year, which leaves the visible about 46,000,000 bushels or 9,000,000 bushels more than a year ago. We think wheat is being pounded down by the bear element so that they can buy cheaper later on. The large elevator concerns are purchasing all the cash wheat they can get. It is to their interest to buy cheap.

Corn is off 2c since last writing and is following wheat. However, the outlook at present is not overpromising, notwithstanding the large acreage. The extremely hot weather has done damage which the rains can not repair and corn is held in the farmers' cribs to see the outcome later on. We still have over four months until new corn will make its appearance.

Oats, not to be out of fashion, have also receded 1c per bushel, although the visible decreased 750,000 bushels since last week.

Rye has dropped 3c per bushel and is now quoted at 57c. We see nothing in the future to cause lower prices on all of the cereals except rye.

Receipts have been some better, being 45 cars of wheat, 16 cars of corn, 13 cars of oats, 2 cars of hay, 3 cars of potatoes. Millers are paying 75c for wheat.

C. G. A. Voigt.

The public school authorities of Philadelphia have at last adopted a scheme which has for years been advocated for the establishment of a number of special ungraded schools for children who are backward in their studies. To such schools will be assigned children who are mentally sluggish or deficient, who are careless or willfully neglectful of their lessons and who are irregular in their school attendance. They will be gathered into classes of not more than twenty-five or thirty each.

It is only a notion people have that drug stores could not live without doctors. They could get along very well with soda fountains and soap.

A man regards the treating habit as an evil when his turn to treat comes.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

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.

Giving Advice Anent Hygienic and Toilet Articles.

Physicians usually give but little attention to things used in the care of the teeth, the skin and the hair. And druggists usually know less about them than they should. Let them study these things from a scientific standpoint and feel secure of their practical knowledge as resting on a proper basis, and they may expect to have their advice better appreciated. To appreciate fully what constitutes a good tooth-brush one should understand the structure and arrangement of the teeth, the causes of decay, the exact purpose for which a brush is used, and how and when to use it. With this knowledge he would be prepared to consider the shape of a brush, the style of trimming and setting, the bristles, etc.

Who shall say that accurate knowledge about this and kindred subjects is not in great demand? Decaying teeth and roughened skin and baldheads are not pleasant things for their owners. And about a large part of the remaining drug stock the public is very ignorant and would be attracted by a chance to gain information. Among such are the various drugs used as antiseptics, deodorizers, cleaners, and insecticides; also the brushes, combs, sponges, and chamois skins.

It is true that in the busy routine of the day there is no time to give a private lesson to each customer. But if the druggist takes a genuine interest in these things he will have endless opportunity to communicate that interest by a few well-timed remarks about such articles as he is selling. Thus the customer comes to feel that he is dealing with a person who understands and takes an interest in his business.

And so the best part of the drug business becomes a personal matter. The proprietor will not meet every customer, but he will be accessible within reasonable hours, and his aim will be not to build up a trade that shall employ a host of cheap clerks who shall dispose of a vast number of five-cent articles, but rather to create a demand for goods of such character and quality that this personal judgment and advice shall be an essential part of the business.

H. H. Rogers.

Preservation of Price Lists.

Judicious buying is often greatly governed by price lists. If a representative of a certain commercial house calls on you soliciting custom, he quotes prices; if you are not familiar with the quotations of his contemporaries, you refer to their printed enumeration of the same; thus you trade diplomatically. But are these very desirable price records always just where a hand may be laid on them in a moment? Can you at all times find "prices current?" Is there system observed in their preservation; method that means money by saving

time which a search would entail? Too frequently price pamphlets and sheets are tossed into a desk drawer among papers, books, and a heterogeneous mass of advertising and reading matter, necessitating tossing and turning to locate a certain list in a hurry. To obviate this annoying factor of neglected discipline, or want of thought, one or the other of the following expedients will be of service: Let a number of pigeon-holes in a desk or case be apportioned to these price announcements, each space to accommodate the lists of prices current of certain firms, whose names would be indicated or suggested by alphabetical arrangement. Such compartments may be designed in a capacious drawer or small closet. Cigar or other small boxes could be saved up just to preserve them, one box to contain the advertising of firms whose initial letters were A, B, C, and D, for instance, another for those whose names began with E, F, G, and H. A systematic disposition of these price reports will be found a great help and a time-saving feature of business. Joseph Hostelley.

The Myriad Products of Coal Tar.

Science, the wizard of the century, touches with his fairy wand the black, viscid coal tar from the gas retorts and coal becomes not only a source of light and heat, but an arsenal of colors, a buffet of dainty tastes, a medicine chest for suffering humanity, a storehouse of new foods and exquisite perfumes, a source of powerful explosives for war, and so many other miraculous powers that the telling challenges credence.

From the 140 pounds of gas tar in a ton of coal science to-day makes aniline dyes, numbering over 2,000 distinct shades, many of them being of exquisite delicacy, so that vegetable dyes are almost displaced. Of medicines, antiseptic, hypnotic, and fever-allaying preparations, it furnishes antipyrin, acetanilid, asparol, carbolic acid, diuretin, dulcin, euphorin, exalgine, naphthalin, phenacetin, phenol, salol, sulphonal, trional, hylene, and a host of others.

It furnishes perfumes—queen of the meadows, cinnamon, bitter almonds, wintergreen, and thymol. It has given to the world bellite and picrite, two powerful explosives. It supplies flavoring extracts that duplicate the tastes of currants, raspberries, pepper, vanilla, etc. It is the housekeeper's ally, with benzine and naphtha, the insecticides. It supplies the farmer with ammoniacal fertilizers. It has given to the photographer two of his developers, hydroquinone and eikonogen. It makes the anatomist its debtor for a most wonderful stain for tissues. It contains the substance which tints the photographer's lens. It yields paraffin, creosote, pitch; material for artificial paving; saccharin, a substance 300 times sweeter than sugar, and saccharin-amide, still sweeter; lampblack, material for red ink, lubricating oils, varnish, rosin, almost our entire supply of ammonia, and hundreds of other things—all these science brings forth from this coal tar.

By means of its products—this waste that surpassed its uselessness only by its offensiveness—we can make preserves without either fruit or sugar, perfumes without flowers, and coloring matter without animal or vegetable aid of any description.

The new-woman girl who rocks a boat in imitation of hoodlums deserves to fall into the water when in company with a dude who can not swim.

Seven Ways by Which Profits May Be Increased.

In reply to the question as to "What can druggists do to increase their profits?" I respectfully submit the following as my views on the subject:

1. Be master of your profession.
2. Watch carefully your purchases and discount your bills.
3. Be very cautious to whom you sell on credit.
4. Calculate a living profit on your wares, and sell them at those prices, ignoring entirely what the other fellow does. If he (the other fellow) is committing commercial suicide, it certainly is foolish to follow his footsteps. Better quit business and get a job sawing wood.
5. Watch your expense account, both business and personal.
6. Live within your income. (This is perhaps the stumbling-block of most men, and is the downfall of many a noble and well meaning spirit.)

7. Above all, be satisfied with the results of your best efforts. Don't let an occasional gloomy period drive you to desperation. Remember that the sun may be shining to-morrow, although it is cloudy to-day. After all, the trouble is that our desire for the accumulation of riches and position is what is undermining our whole social system. The profits in our business are good, and the average druggist is succeeding in business, and ought to be satisfied. Too many of us are constantly striving to become the equal if not superior of those more fortunately situated in money matters, and are blaming our business for not giving us the desired lift. We clamor for unreasonable profits, and become unreasonable in our demands.

There is no reason for the question, if we will only be governed by the laws of supply and demand, and cut our cloth accordingly. The time is past when druggists (or any other mercantile business men) can make independent fortunes out of an ordinarily conducted business. There are too many of us to divide the profits. The only way to overcome this arrangement of nature is to have unlimited capital to begin with, and that is impossible.—Wm. Mittelbach in Pharmaceutical Era.

The Adulteration of Soda Syrups.

The fourth annual report of the Connecticut Agricultural Station gives the results of some investigations made into the character of soda syrups purchased in different parts of the State. Of the ninety-two samples of syrups sold at soda fountains which were examined, thirty-six were not found adulterated, while fifty-six contained glucose, salicylic acid or coal-tar dyes, and artificial flavors, made from chemicals instead of from fruit. The artificial extracts made to imitate strawberry, raspberry, and some other fruit juices or flavors are in many cases, say the commissioners, quite unlike the flavoring matters of the true fruits in chemical composition, and are apt to produce unpleasant consequences—indigestion and diarrhoea. Often within a half-hour of taking them their artificial nature becomes very evident to the senses of taste and smell. We quote from the report:

Those dealers who have built up a flourishing business use, as a rule, good materials and dispense beverages which are both wholesome and delicious. Syrups containing artificial flavoring and coloring matters are not acceptable to the better class of trade and are dispensed chiefly in the tenement districts, at shore resorts, wheelmen's rests, etc. Of the twenty-three samples of bottled syrups, put up for use at soda fountains or for family use, eight were not adul-

terated and fifteen contained either benzoic, boric, or salicylic acid, used as a preservative, or were colored with coal-tar dyes and contained artificial flavors. The bottled carbonated drinks, whose name is legion—birch beer, cream soda, ginger ale, lemon soda, orange soda, root beer, sarsaparilla, etc.—naturally contain the same kind of adulterants as were found in the syrups. Of two hundred and ten samples tested, one hundred and one were not found adulterated and one hundred and nine contained the adulterants named above. Among the coal dyes identified were magenta, acid magenta, casine, tropaeolin, ponceau, Boreaux red, and anilin green. The quantity in a glass of soda water or in the syrup for a glass of soda water was, in many cases, sufficient to dye a six-inch square of white woolen cloth a most brilliant color—scarlet, magenta, crimson orange, or green, according to the dye.

The Drug Market.

Opium—The market is excited and has advanced, both in the primary market and in London. New York has responded. The advance is equal to 40c per pound. Powdered opium has also advanced 35c per pound.

Morphine—On account of higher prices for opium, morphine has advanced 10c per oz., with another advance looked for daily.

Quinine—Has advanced in the neighborhood of 2c per oz., making a total advance of 4c. Both foreign and domestic manufacturers are quoting the same price. Another advance is looked for.

Boric Acid—Has advanced ½c per pound.

Carbolic Acid—On account of small stocks and good demand, carbolic acid has been advanced 3c per pound.

Glycerine—Is in a strong position, crude being very scarce and advancing.

Cubeb Berries—Are very firm at the advance and tending higher.

Oils—Anise and cassia are very firm and are steadily advancing. Cubebs is firm, in sympathy with the berries. Cloves have advanced on account of higher prices for the spice. Pennyroyal stocks are small and prices are advancing higher.

Buchu Leaves—Are very firm at the last advance. Stocks abroad are small and the new crop will not come in for some time yet.

Spices—Are all firm and advancing, particularly ginger.

Exhibition of Drugs Through the Skin.

The giving of drugs by inunction has the great advantage that the stomach is not irritated. A local effect may also be obtained; this is especially the case with rheumatism. The following ointment may be used:

Sodium salicylate, ½ oz.
Extract of hyoscyamus, ½ dr.
Vaseline, 1 oz.
Lanolin, 1 oz.

Cocaine and Cherry-Laurel Water.

Dr. Daclin calls attention to the incompatibility of cocaine hydrochlorate and cherry-laurel water. The cocaine becomes precipitated in the form of a cyanide; (cherry-laurel water, as is well known, contains hydrocyanic acid).

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—Opium, Morphia, Quinine, Carbolic Acid, Boracic Acid, Linseed Oil, Turpentine, Oil Cubes.

Declined—

Acidum		Conium Mac.		Seilae Co.	
Aceticum	60¢ 8	Copaiba	1 15¢ 60	Tolutan	50
Benzolium, German.	70¢ 75	Cubebae	1 00¢ 1 10	Prunus virg.	50
Boric	17	Exechthitis	1 00¢ 1 10	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60
Citricum	45¢ 48	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	50
Hydrochlor.	30¢ 5	Geranium, ounce	50¢ 60	Aloes	60
Nitrosum	80¢ 10	Hedeoma	1 70¢ 1 75	Aloes and Myrrh	60
Oxalicum	12¢ 14	Juniper	1 50¢ 2 00	Arnica	50
Phosphoricum, dil.	55¢ 60	Lavendula	1 90¢ 2 00	Assafetida	50
Salicylicum	13¢ 45	Limonia	1 40¢ 1 50	Atropine Belladonna	50
Sulphuricum	90¢ 100	Mentha Piper	1 25¢ 2 00	Aurant Cortex	50
Tannicum	38¢ 40	Mentha Verid	1 50¢ 1 60	Benzoin	50
Tartaricum		Morruhu, gal.	1 20¢ 1 25	Borax	50
Ammonia		Myrica	4 00¢ 4 50	Cantharides	50
Aqua, 16 deg.	40¢ 6	Olive	10¢ 12	Capsicum	50
Aqua, 20 deg.	60¢ 8	Pisces Liquidia	10¢ 35	Cardamon Co.	75
Carbonas	13¢ 15	Pisces Liquidia, gal.	10¢ 35	Castor	1 00
Chloridum	12¢ 14	Ricina	1 00¢ 1 08	Catechu	50
Aniline		Rosmarini	1 00¢ 1 00	Cinchona	50
Black	2 00¢ 2 25	Rose, ounce	6 50¢ 8 50	Cinchona	50
Brown	80¢ 100	Succini	40¢ 45	Cinchona	50
Red	45¢ 50	Sabina	90¢ 100	Columba	50
Yellow	2 50¢ 3 00	Santa	2 75¢ 7 00	Cubebae	50
Baccae		Sassafras	50¢ 55	Cassia Acutifol.	50
Cubebae, po. 22	18¢ 20	Sinapis	1 50¢ 1 60	Cassia Acutifol Co.	50
Juniperus	6¢ 8	Tigil	1 50¢ 1 60	Digitalis	50
Xanthoxylum	75¢ 80	Thyme	40¢ 50	Ergot	50
Balsamum		Thyme, opt.	1 60¢ 20	Ferri Chloridum	35
Copaiba	50¢ 55	Theobromas	15¢ 20	Gentian	50
Peru	40¢ 45	Potassium		Gentian Co.	50
Terabin, Canada	40¢ 45	Bi-Carb	15¢ 18	Guaiac	50
Tolutan	40¢ 45	Richomate	13¢ 15	Guaiac ammon.	50
Cortex		Bromide	52¢ 57	Hyoscyamus	50
Abies, Canadian	18	Carb	12¢ 15	Iodine	75
Cassia	12	Chlorate, po. 17@19	16¢ 18	Iodine, colorless	75
Cinchona Flava	18	Cyanide	35¢ 40	Kino	50
Euonymus atropurp.	30	Iodide	2 65¢ 2 75	Lobelia	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	28¢ 30	Myrrh	50
Prunus Virgin.	12	Potassa, Bitart, com.	15¢ 15	Nux Vomica	50
Quilla, gr'd.	12	Potass Nitras, opt.	70¢ 10	Opil	50
Sassafras, po. 18	15	Potass Nitras	60¢ 8	Opil, comphorated	50
Ulmus, po. 15, gr'd	15	Prusate	23¢ 26	Opil, deodorized	1 50
Extractum		Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50
Glycyrrhiza, po	28¢ 30	Aconitum	20¢ 25	Rhei	50
Hamatox, 15 lb. box	11¢ 12	Aitha	22¢ 25	Sanguinaria	50
Hamatox, 1s.	13¢ 14	Anchusa	10¢ 12	Serpentaria	50
Hamatox, 1/2s.	14¢ 15	Arum po.	6¢ 25	Stromonium	50
Hamatox, 1/4s.	16¢ 17	Calamus	20¢ 40	Tolutan	50
Ferru		Gentiana, po. 15	12¢ 15	Veratrum	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16¢ 18	Zingiber	50
Citrate and Quina	2 25	Hydrastis Canad.	75¢ 80	Miscellaneous	
Citrate Soluble	75	Hydrastis Can., po.	12¢ 15	Ether, Spts. Nit. F	30¢ 35
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	12¢ 15	Ether, Spts. Nit. F	34¢ 38
Solut. Chloride	15	Insula, po.	15¢ 20	Alumen	2 1/2¢ 3
Sulphate, com'l.	2	Ipecac, po.	4 25¢ 4 35	Alumen, gro'd. po.	3¢ 4
Sulphate, com'l, by	80	Iris plox., po. 35@38	35¢ 40	Annatto	40¢ 50
Sulphate, pure	7	Jalap, pr.	25¢ 30	Antimoni, po.	40¢ 5
Flora		Maranta, 1/2s.	22¢ 25	Antimoniet Potass T	40¢ 50
Arnica	14¢ 16	Podophyllum, po.	75¢ 100	Antipyrin	25¢
Antemiss	22¢ 25	Rhei	1 25¢ 1 25	Antifebrin	20¢
Matricaria	30¢ 35	Rhei, cut.	75¢ 100	Argenti Nitras, oz.	49¢
Folia		Rhei, pv.	35¢ 38	Arsenicum	10¢ 12
Barosma	25¢ 30	Spigelia	18¢ 20	Bu Glead Buds.	38¢ 40
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	40¢ 45	Bismuth S. N.	1 50¢ 1 60
nevelly	25¢ 30	Serpentaria	60¢ 65	Calcium Chlor., 1/2s.	10¢
Cassia, Acutifol, Alx.	20¢ 25	Senega	40¢ 45	Calcium Chlor., 1/4s.	12¢
Salvia officinalis, 1/2s	12¢ 20	Smilax, officinalis H.	10¢ 12	Cantharides, Rus. po	15¢
and 1/4s	8¢ 10	Smilax, M.	10¢ 12	Capsici Fructus, af.	15¢
Gummi		Scilla, po. 35	10¢ 12	Capsici Fructus, po.	15¢
Acacia, 1st picked	65	Symplocarpus, Foeti-	25¢ 30	Capsici Fructus B, po	12¢ 14
Acacia, 2d picked	45	dus, po.	15¢ 20	Caryophyllus, po. 15	3 00
Acacia, 3d picked	35	Valeriana, Eng. po. 30	15¢ 20	Carmine, No. 40	50¢ 55
Acacia, sifted sorts.	28	Valeriana, German.	12¢ 16	Cera Alba	40¢ 42
Acacia, po.	45¢ 65	Zingiber a	25¢ 27	Coccus	40¢
Aloe, Barb. po. 18@20	12¢ 14	Zingiber j.	25¢ 27	Cassa Fructus	35¢
Aloe, Cape, po. 15	12¢ 14	Semen		Centraia	10¢
Aloe, Socotri, po. 40	12¢ 14	Anisum, po. 15	13¢ 15	Cetaceum	45¢
Ammoniac	55¢ 60	Apium (graveleons).	40¢ 6	Chloroform	55¢ 60
Assafetida, po. 30	28¢ 30	Bird, 1s.	11¢ 12	Chloroform, squibbs	1 10
Benzolium	50¢ 55	Cardamon	1 25¢ 1 75	Chloral Hyd Crst.	1 65¢ 1 90
Catechu, 1s.	13¢ 14	Coriandrum	80¢ 10	Chondrus	20¢ 25
Catechu, 1/2s.	16¢ 17	Cannabis Sativa	4 1¢ 5	Cinchonidine, F. & W	38¢ 48
Catechu, 1/4s.	16¢ 17	Cydonium	75¢ 100	Cinchonidine, Germ.	38¢ 48
Camphore	68¢ 72	Chenopodium	10¢ 12	Cocaine	5 30¢ 5 60
Euphorbium, po. 35	40¢ 45	Dipterix Odorate	1 00¢ 1 10	Corks, list, dis. pr. et.	70¢
Galbanum	1 00	Foeniculum	10¢ 10	Creosotum	35¢
Gamboge, po. 70	65¢ 70	Foenugreek, po.	7¢ 9	Creta, prep.	2¢
Guaiaacum, po. 25	30¢ 35	Lini	3 1/2¢ 4 1/2	Creta, prep.	9¢ 11
Kino, po. 30.75	40¢ 45	Lini, gr'd.	4¢ 4 1/2	Creta, rubra	15¢ 18
Mastic	60¢ 65	Lobelia	35¢ 40	Cudbear	24¢
Myrrh	40¢ 45	Pharlaris Canarian	4 1¢ 5	Cupri Sulph.	6 1/2¢ 8
Opil, po. 5.00@5.20	3 75¢ 3 85	Rapa	4 1¢ 5	Dextrine	70¢ 10
Shella	25¢ 35	Sinapis Alba	9¢ 10	Ether Sulph.	75¢ 90
Shella, bleached	40¢ 45	Sinapis Nigra	11¢ 12	Emery, all numbe.s	8¢
Tragacanth	50¢ 80	Spiritus		Emery, po.	6¢
Herba		Frument, W. D. Co.	2 00¢ 2 50	Ergota, po. 90	85¢ 90
Absinthium, oz. pkg	25	Frument, D. F. R.	1 25¢ 1 50	Flake White	12¢ 15
Eupatorium, oz. pkg	20	Juniperis Co. O. T.	1 65¢ 2 00	Galla	23¢
Lobelia, oz. pkg	35¢ 45	Juniperis N. E.	1 90¢ 2 10	Gambler	8¢ 9
Majorum, oz. pkg	25	Spt. Vini Galli	1 75¢ 6 50	Gelatine, Cooper	60¢
Mentha Pip. oz. pkg	23	Vini Oporto	1 25¢ 2 00	Gelatine, French	35¢ 60
Mentha Vir. oz. pkg	25	Vini Alba	1 25¢ 2 00	Glassware, flint, box	70¢
Rue, oz. pkg	39	Sponges		Less than box	11¢ 13
Tanacetum V oz. pkg	22	Florida sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Thymus, V. oz. pkg	25	Nassau sheeps' wool	2 50¢ 2 75	Glycerina	17¢ 28
Magnesia		carriage	2 50¢ 2 75	Grana Paradisi	25¢
Calcined, Pat.	55¢ 60	Velvet extra sheeps'	2 50¢ 2 75	Humulus	25¢ 35
Carbonate, Pat.	18¢ 20	wool, carriage	1 50	Hydrarg Chlor Mite	95¢
Carbonate, K. & M.	18¢ 20	Extra yellow sheeps'	1 50	Hydrarg Chlor Cor.	85¢
Carbonate, Jennings	18¢ 20	wool, carriage	1 25	Hydrarg Ox Rub'm	1 05
Oleum		Grass sheeps' wool,	1 00	Hydrarg Ammoniat	1 17
Absinthium	6 00¢ 6 25	carriage	75	Hydrarg Unguentum	5¢ 60
Amygdala, Dulc.	35¢ 60	Hard, for slate use	1 40	Hydrargyrum	85¢
Amygdala, Amare.	8 00¢ 8 25	Yellow Reef, for	1 40	Ichthyobolla, Am	65¢ 70
Anisi	2 10¢ 2 20	slate use	1 40	Indigo	75¢ 100
Aurant Cortex	2 25¢ 2 30	Syrups		Iodine, Resubi	3 90¢ 4 00
Bergamli	2 50¢ 2 60	Acacia	50	Iodoform	4 00
Cajiputi	80¢ 85	Aurant Cortex	50	Lupulin	60
Caryophyll.	75¢ 80	Zingiber	50	Lycopodium	70¢ 75
Cedar	35¢ 45	Ipecac	50	Macleis	65¢ 75
Cinnamonli	1 30¢ 1 40	Ferri Iod	50	Liquor Arsen et Hy	25
Citronella	35¢ 40	Rhei Arom	50	drang Iod	25
		Smilax Officinalis	50	Liquor Potass Arsnit	10¢ 12
		Senega	50	Magnesia, Sulph.	20¢ 3
		Scilla	50	Magnesia, Sulph, bbl	14
				Mannia, F. F.	50¢ 60

Menthol	3 25	Seidlitz Mixture	20¢ 22	Linseed, pure raw	68	71
Morphia, S. P. & W.	2 15¢ 2 40	Sinapis	18	Linseed, boiled	69	72
& C. Co.	2 05¢ 2 30	Sinapis, opt.	30	Neatsfoot, winter str	54	60
Moschus Canton	40	Sinapis, Maccaboy, De	41	Spirits Turpentine	51	56
Myristica, No. 1	65¢ 80	Voes	41	Paints		BBL. LB.
Nux Vomica, po. 15	10	Snuff, Scotch, De Vo's	41	Red Venetian	1 1/2	2 @8
Os Sepia	32¢ 35	Soda, Boras	9¢ 11	Ochre, yellow Mars	1 1/2	2 @4
Pepsin Saac, H. & P.	1 00	Soda, Boras, po.	9¢ 11	Ochre, yellow Ber	1 1/2	2 @3
D Co.	1 00	Soda et Potass Tart.	23¢ 25	Putty, commercial	2 1/2	2 @3
Pisces Liq. N.N. 1/2 gal.	1 00	Soda, Carb.	1 1/2	Putty, strictly pure	2 1/2	2 @3
Pisces Liq., quarts	2 00	Soda, Bi-Carb.	3¢ 5	Vermilion, Prime		
Pisces Liq., pints	1 00	Soda, Ash	3 1/2	American	13¢	15
Pil Hydrarg.	80	Soda, Sulphas	2	Vermilion, English	70¢	75
Piper Nigra, po. 22	18	Spts. Cologne	2 60	Green, Paris	14¢	18
Piper Alba, po. 35	30	Spts. Ether Co.	50¢ 55	Green, Peninsular	13¢	16
Plix Burgun	7	Spts. Myrcia Dom.	2 00	Lead, red	6	6 1/2
Plumbi Acet.	10¢ 12	Spts. Vini Rect. bbl.	2	Lead, white	6	6 1/2
Pulvis Ipecac et Opil	1 30¢ 1 50	Spts. Vini Rect. 10gal	2	Whiting, white Span	6	85
Pyrrethrum, boxes H.	60	Spts. Vini Rect. 5 gal	2	Whiting, gliders	6	90
& P. D. Co., doz.	75	Strychnia, Crystal	1 05¢ 1 25	White, Paris, Amer	6	95
Pyrrethrum, p.	25¢ 30	Sulphur, Subl.	2 1/2	Whiting, Paris, Eng.	6	140
Quassia	80	Sulphur, Roll	2 1/2	Universal Prepared	1 10¢	1 20
Quina, S. P. & W.	37¢ 47	Terebenth Venice	28¢ 30	Varnishes		
Quina, S. German	37¢ 47	Theobroma	52¢ 55	No. 1 Turp Coach	1 10¢	1 20
Quina, N. Y.	37¢ 47	Vanilla	9 00¢ 16 00	Extra Turp	1 60¢	1 70
Rubia Tincturum	12¢ 14	Zinci Sulph.	7¢ 8	Coach Body	2 75¢	3 00
Saccharum Lactis pv	50	Oils		No. 1 Turp Furn.	1 00¢	1 10
Saladin	4 50¢ 4 75	Whale, winter	70	Extra Turk Damar	1 55¢	1 60
Sanguis Draconis	40¢ 50	Lard, extra	60	Jap. Dryer, No. 1 Turp	70¢	75
Sapo W	12¢ 14	Lard, No. 1	45			
Sapo M	10¢ 12					
Sapo G	15					

Paris Green

We have a large stock in all size packages.

Send us your orders.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Currents
Cheese
Singapore Pepper

DECLINED

Spring Wheat Flour.
Winter Wheat Flour
Nutmegs

ALABASTINE
White in drums..... 9
Colors in drums..... 10
White in packages..... 10
Colors in packages..... 11
Less 40 per cent discount.

AXLE GREASE
doz. gross
Aurora..... 55 6 00
Castor Oil..... 60 7 00
Diamond..... 50 4 25
Frazier's..... 75 9 00
IXL Golden, tin boxes 75 9 00



Mica, tin boxes..... 75 9 00
Paragon..... 55 6 00

AMMONIA Per Doz.
Aretic 12 oz. ovals..... 80
Aretic pints, round..... 1 20

BAKING POWDER
Acme
1/4 lb. cans 3 doz..... 45
1/4 lb. cans 3 doz..... 75
1 lb. cans 1 doz..... 1 00
Bulk..... 10

EGG
6 oz. Eng. Tumblers..... 90

1/4 lb. cans, 4 doz. case..... 3 75
1/4 lb. cans, 2 doz. case..... 3 75
1 lb. cans, 1 doz. case..... 3 75
5 lb. cans, 1/2 doz. case..... 3 00

The "400"
5 lb. cans, 1/2 doz. in case..... 8 00
1 lb. cans, 4 doz. in case..... 2 00
9 oz. cans, 4 doz. in case..... 1 25
6 oz. cans, 6 doz. in case..... 75

EL Purity
1/4 lb. cans per doz..... 75
1 lb. cans per doz..... 1 20
1 lb. cans per doz..... 2 00

Home
1/4 lb. cans, 4 doz. case..... 35
1 lb. cans, 4 doz. case..... 55
1 lb. cans, 2 doz. case..... 90

JAXON

1/4 lb. cans, 4 doz. case..... 45
1 lb. cans, 4 doz. case..... 85
1 lb. cans, 2 doz. case..... 1 60

Queen Flake
3 oz., 6 doz. case..... 2 70
6 oz., 4 doz. case..... 3 20
9 oz., 4 doz. case..... 4 80
1 lb., 2 doz. case..... 4 00
5 lb., 1 doz. case..... 9 00

Royal
10c size..... 86
1/4 lb. cans 1 30
6 oz. cans 1 80
1/4 lb. cans 2 40
1/4 lb. cans 3 60
1 lb. cans 4 65
3 lb. cans 12 75
5 lb. cans 21 00

BATH BRICK
American..... 70
English..... 80

BLUING
CONDENSED
PEARL
BLUING

Small 3 doz..... 40
Large, 2 doz..... 75
Aretic, 4 oz. per gross..... 4 00
Aretic, 8 oz. per gross..... 6 00
Aretic, pints, per gross..... 9 00

BROOMS
No. 1 Carpet..... 3 00
No. 2 Carpet..... 2 75
No. 3 Carpet..... 2 50
No. 4 Carpet..... 2 05
Parlor Gem..... 2 50
Common Whisk..... 95
Fancy Whisk..... 1 25
Warehouse..... 3 75

CANDLES
Electric Light, ss..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 11 1/2
Paraffine, 12s..... 12 1/2
Wickling..... 20

CANNED GOODS

Apples
3 lb. Standards..... 80
Gallons, standards..... 2 60

Blackberries
Standards..... 75
Beans..... 75 @ 1 30
Baked..... 75 @ 1 30
Red Kidney..... 75 @ 1 30
String..... 80
Wax..... 85

Blueberries
Standard..... 85

Clams
Little Neck, 1 lb..... 1 00
Little Neck, 2 lb..... 1 50

Cherries
Red Standards..... 85
White..... 1 15

Corn
Fair..... 75
Good..... 85
Fancy..... 95

Gooseberries
Standard..... 90

Honey
Standard..... 85

Lobster
Star, 1/4 lb..... 1 85
Star, 1 lb..... 3 10
Picnic Tails..... 2 35

Mackerel
Mustard, 1 lb..... 1 75
Mustard, 2 lb..... 2 80
Soused, 1 lb..... 1 75
Soused, 2 lb..... 2 80
Tomato, 1 lb..... 1 75
Tomato, 2 lb..... 2 80

Mushrooms
Hotels..... 18 @ 20
Buttons..... 22 @ 25

Oysters
Cove, 1 lb..... 95
Cove, 2 lb..... 1 70

Peaches
Pie..... 1 65 @ 1 85
Yellow..... 1 65 @ 1 85

Pears
Standard..... 70
Fancy..... 80

Peas
Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 60

Pineapple
Grated..... 1 25 @ 25
Sliced..... 1 35 @ 25

Pumpkin
Fair..... 65
Good..... 75
Fancy..... 85

Raspberries
Standard..... 90

Salmon
Columbia River..... 1 95 @ 2 00
Red Alaska..... 1 35
Pink Alaska..... 1 00

Shrimps
Standard..... 1 50

Sardines
Domestic, 1/4s..... 4
Domestic, 1/2s..... 8
Domestic, Mustard..... 8
California, 1/4s..... 17
French, 1/4s..... 22
French, 1/2s..... 28

Strawberries
Standard..... 85
Fancy..... 1 25

Succotash
Fair..... 80
Good..... 90
Fancy..... 1 00

Tomatoes
Fair..... 80
Good..... 90
Fancy..... 1 00
Gallons..... 2 35

CATSUP
Columbia, pints..... 2 00
Columbia, 1/2 pints..... 1 25

CHEESE
Acme..... @ 10 1/2
Amboy..... @ 10
Carson City..... @ 9 1/2
Elsie..... @ 10 1/2
Emblem..... @ 10
Gem..... @ 10 1/2
Gold Medal..... @ 9 1/2
Ideal..... @ 9 1/2
Jersey..... @ 10
Riverside..... @ 10
Brick..... 11 @ 12
Edam..... @ 9
Leiden..... 10 @ 11
Limburger..... @ 11
Pineapple..... 50 @ 75
Sap Sago..... @ 17

CHOCOLATE
Walter Baker & Co.'s
German Sweet..... 23
Premium..... 35
Breakfast Cocoa..... 46

Runkel Bros.
Vienna Sweet..... 21
Vanilla..... 28
Premium..... 31

CHICORY
Bulk..... 5
Red..... 7

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/4s..... 12
Van Houten, 1/2s..... 20
Van Houten, 1s..... 38
Van Houten, 1s..... 70
Colonial, 1/4s..... 35
Colonial, 1/2s..... 33
Huyler..... 45
Wilbur, 1/4s..... 41
Wilbur, 1/2s..... 42

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

H. & P. Drug Co.'s Brands.
Fortune Teller..... \$35 00
Our Manager..... \$35 00
Quintette..... \$35 00

G. J. Johnson Cigar Co.'s Brand.

S. C. W.
Lubetsky Bros. Brands

B. L..... \$33 00
Gold Star..... \$35 00
Phelps, Braces & Co.'s Brands..... \$50 00
Royal Tigers..... \$50 00
Royal Tigerettes..... \$50 00
Vicente Portuondo..... \$70 00
Ruhe Bros. Co..... \$70 00
Hilton Co..... \$50 00
T. J. Dunn & Co..... \$70 00
McOy & Co..... \$70 00
The Collins Cigar Co..... \$70 00
Brown Bros..... \$70 00
Banner Cigar Co..... \$70 00
Seidenberg & Co..... \$70 00
Fulton Cigar Co..... \$70 00
A. B. Ballard & Co..... \$70 00
E. M. Schwarz & Co..... \$70 00
San Telmo..... \$70 00
Havana Cigar Co..... \$70 00
C. Costello & Co..... \$70 00
LaGora-Fee Co..... \$70 00
S. I. Davis & Co..... \$70 00
Hene & Co..... \$70 00
Benedict & Co..... \$70 00
Hemmett Cigar Co..... \$70 00
G. J. Johnson Cigar Co..... \$70 00
Maurice Sanborn..... \$70 00
Boek & Co..... \$70 00
Manuel Garcia..... \$70 00
Neuva Mundo..... \$70 00
Henry Clay..... \$70 00
La Carolina..... \$70 00
Standard T. & C. Co..... \$70 00
H. Van Tongeren's Brand..... \$70 00
Star Green..... \$70 00

COFFEE
Roasted

A.T.C.
HIGH GRADE
COFFEES

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

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

Santos
Common..... 11
Fair..... 14
Choice..... 17
Fancy..... 19
Peaberry..... 13

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

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

Guatemala
Choice..... 16

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

Mocha
Arabian..... 21

PACKAGE COFFEE.

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

Arbuckle..... 13 50
Jersey..... 13 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

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

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

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

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

COUPON BOOKS
50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books
Can be made to represent any denomination from \$10 down
50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 20 00

Credit Checks
500, any one denom..... 2 00
1,000, any one denom..... 3 00
2,000, any one denom..... 5 00
Steel punch..... 75

CREAM TARTAR
5 and 10 lb. wooden boxes..... 30
Bulk in sacks..... 29

DRIED FRUITS—Domestic
Apples
Sundried..... @ 6 1/2
Evaporated, 50 lb. boxes 6 1/2 @ 7

California Fruits
Apricots..... @ 15
Blackberries..... @ 15
Nectarines..... @ 15
Peaches..... @ 10 @ 11
Pears..... 7 1/2
Fitted Cherries..... 7 1/2
Prunelles..... 1 24
Raspberries..... 1 24

California Prunes
100-120 25 lb. boxes..... @ 4 1/2
90-100 25 lb. boxes..... @ 4 1/2
80-90 25 lb. boxes..... @ 5
70-80 25 lb. boxes..... @ 5 1/2
60-70 25 lb. boxes..... @ 6
50-60 25 lb. boxes..... @ 6 1/2
40-50 25 lb. boxes..... @ 7
30-40 25 lb. boxes..... @ 8 1/2
1/4 cent less in 50 lb. cases

Raisins
London Layers 2 Crown..... 1 75
London Layers 3 Crown..... 2 00
Cluster 4 Crown..... 2 25
Loose Muscatels 2 Crown..... 8 1/2
Loose Muscatels 3 Crown..... 8 1/2
Loose Muscatels 4 Crown..... 8 1/2
L. M., Seeded, choice..... 10
L. M., Seeded, fancy..... 10 1/2

DRIED FRUITS—Foreign
Citron
Leghorn..... 11
Corsican..... 12

Currents
Patras, cases..... 7
Cleaned, bulk..... 7 1/2
Cleaned, packages..... 8 1/2

Peel
Citron American 19 lb. bx..... 13
Lemon American 10 lb. bx..... 10 1/2
Orange American 10 lb. bx..... 10 1/2

Raisins
Sultana 1 Crown..... 1 75
Sultana 2 Crown..... 2 00
Sultana 3 Crown..... 2 25
Sultana 4 Crown..... 2 50
Sultana 5 Crown..... 2 75
Sultana 6 Crown..... 3 00
Sultana package..... 3 25

FARINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hand Picked 2 25 @ 2 35
Brown Holland..... 2 35

Cereals
Cream of Cereal..... 90
Grain-O, small..... 1 35
Grain-O, large..... 2 25
Grape Nuts..... 1 35
Postum Cereal, small..... 1 35
Postum Cereal, large..... 2 25

Farina
24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00

Hackell's Wheat Flakes
36 2 lb. packages..... 3 00

Hominy
Barrels..... 2 50
Flake, 50 lb. drums..... 1 00

Maccaroni and Vermicelli
Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50

Pearl Barley
Common..... 2 30
Chester..... 2 30
Empire..... 2 90

Grits
Walsh-DeRoo Co.'s Brand.

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

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

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

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

COUPON BOOKS
50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books
Can be made to represent any denomination from \$10 down
50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 20 00

Credit Checks
500, any one denom..... 2 00
1,000, any one denom..... 3 00
2,000, any one denom..... 5 00
Steel punch..... 75

CREAM TARTAR
5 and 10 lb. wooden boxes..... 30
Bulk in sacks..... 29

DRIED FRUITS—Domestic
Apples
Sundried..... @ 6 1/2
Evaporated, 50 lb. boxes 6 1/2 @ 7

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Apricots..... @ 15
Blackberries..... @ 15
Nectarines..... @ 15
Peaches..... @ 10 @ 11
Pears..... 7 1/2
Fitted Cherries..... 7 1/2
Prunelles..... 1 24
Raspberries..... 1 24

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100-120 25 lb. boxes..... @ 4 1/2
90-100 25 lb. boxes..... @ 4 1/2
80-90 25 lb. boxes..... @ 5
70-80 25 lb. boxes..... @ 5 1/2
60-70 25 lb. boxes..... @ 6
50-60 25 lb. boxes..... @ 6 1/2
40-50 25 lb. boxes..... @ 7
30-40 25 lb. boxes..... @ 8 1/2
1/4 cent less in 50 lb. cases

Raisins
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London Layers 3 Crown..... 2 00
Cluster 4 Crown..... 2 25
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Sultana 5 Crown..... 2 75
Sultana 6 Crown..... 3 00
Sultana package..... 3 25

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Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50

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Common..... 2 30
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Empire..... 2 90

Grits
Walsh-DeRoo Co.'s Brand.

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

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

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

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

COUPON BOOKS
50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books
Can be made to represent any denomination from \$10 down
50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 20 00

Credit Checks
500, any one denom..... 2 00
1,000, any one denom..... 3 00
2,000, any one denom..... 5 00
Steel punch..... 75

SALT FISH

Cod	
Georges cured	@ 5
Georges genuine	@ 5 1/2
Georges selected	@ 5 1/2
Grand Bank	@ 4 1/2
Strips or bricks	6 @ 9
Pollock	@ 3 1/2

Halibut	
Strips	14
Chunks	15

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

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

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

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

SEEDS	
Anise	9
Canary, Smyrna	4
Caraway	8
Cardamom, Malabar	60
Celery, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	5
Poppy	10
Rape	4 1/2
Cuttle Bone	15

SPICES	
Whole Spices	
Allspice	12
Cassia, China in mats	12
Cassia, Batavia, in bund	25
Cassia, Saigon, broken	38
Cassia, Saigon, in rolls	55
Cloves, Amboyana	17
Cloves, Zanzibar	14
Mace	55
Nutmegs, 75-80	50
Nutmegs, 115-20	40
Pepper, Singapore, black	15 1/2
Pepper, Singapore, white	23
Pepper, shot	16 1/2

Pure Ground in Bulk	
Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	17
Ginger, African	15
Ginger, Cochlin	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, black	19
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	20

STARCH

Kingsford's Corn	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
6 lb. packages	7 1/2

Kingsford's Silver Gloss	
40 1-lb. packages	7
6 lb. boxes	7 1/2

Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2

Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	5 1/2
6-lb. packages	5 1/2
40 and 50-lb. boxes	5 1/2
Barrels	3 1/2

STOVE POLISH

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

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

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

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

Domino	
Cut Leaf	6 35
Crushed	6 50
Cubes	6 25
Powdered	6 20
Coarse Powdered	6 20
XXXX Powdered	6 25
Standard Granulated	6 10
Fine Granulated	6 10
Coarse Granulated	6 25
Extra Fine Granulated	6 20
Conf. Granulated	6 35
2 lb. bags Fine Gran.	6 20
5 lb. bags Fine Gran.	6 20
Mould A	6 35
Diamond A	6 10
Confectioner's A	5 90
No. 1, Columbia A	5 75
No. 2, Windsor A	5 75
No. 3, Ridgewood A	5 75
No. 4, Phoenix A	5 70
No. 5, Empire A	5 65
No. 6	5 55
No. 7	5 45
No. 8	5 40
No. 9	5 35
No. 10	5 30
No. 11	5 30
No. 12	5 25
No. 13	5 20
No. 14	5 20
No. 15	5 20
No. 16	5 20

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

TABLE SAUCES	
LEA & PERRINS' SAUCE	
The Original and Genuine	
Worcestershire	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

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

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

Young Hyson	
Choice	30
Fancy	36

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

English Breakfast	
Medium	27
Choice	34
Fancy	42

India	
Ceylon, choice	32
Fancy	42

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

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

WASHING POWDER	
WICKING	
No. 1, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE

Baskets	
Bushels	1 15
Bushels, wide band	1 25
Market	30
Willow Clothes, large	7 00
Willow Clothes, medium	6 50
Willow Clothes, small	5 50

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

Clothes Pins	
Boxes, 5 gross boxes	65

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

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

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

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 20
Single Peerless	2 50
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25

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

YEAST CAKE	
Yeast Foam, 1 1/2 doz	50
Yeast Foam, 3 doz	1 00
Yeast Cream, 3 doz	1 00
Magic Yeast 5c, 3 doz	1 00
Sunlight Yeast, 3 doz	1 00
Warner's Safe, 3 doz	1 00

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

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

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

Sweet Goods-Boxes	
Animals	6
Assorted Cake	8
Belle Rose	8
Bent's Water	12
Buttercups	12
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocacut Tally	10
Cracknells	16
Creams, Iced	8
Cream Crisp	10
Crystal Creams	10
Cubans	11 1/2
Curant Fruit	11
Frosted Honey	12
Frosted Cream	9
Ginger Gems, lg. or sm.	8
Ginger Snaps, N B C.	8
Gladator	10
Grandma Cakes	9
Graham Crackers	12
Graham Wafers	12
Grand Rapids Tea	16
Honey Fingers	12
Iced Honey Crumpets	10
Imperial	8
Jumbles, Honey	12
Lady Fingers	12
Lemon Waters	16
Marshmallow	16
Marshmallow Walnuts	16
Mary Ann	11 1/2
Mixed Pies	7 1/2
Milk Biscuit	8
Molasses Cake	8
Molasses Bar	9
Moss Jelly Bar	12 1/2
Newton	12
Oatmeal Crackers	12
Oatmeal Wafers	12
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7 1/2
Pretzels, hand made	7 1/2
Sears' Lunch	8
Sugar Cake	8
Sugar Cream, XXX	8
Sugar Squares	12
Sultans	12
Tutti Frutti	16
Vanilla Wafers	16
Vienna Crisp	8

Grains and Feedstuffs

Wheat	
Old Wheat	75
New Wheat	72

Winter Wheat Flour	
Local Brands	
Patents	4 50
Second Patent	4 00
Straight	3 80
Clear	3 25
Graham	3 75
Rye	4 50
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond 1/2s	4 00
Diamond 1/4s	4 00
Diamond 1/8s	4 00
Worden Grocer Co.'s Brand	
Quaker 1/2s	4 35
Quaker 1/4s	4 35
Quaker 1/8s	4 35

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s	4 85
Pillsbury's Best 1/4s	4 75
Pillsbury's Best 1/8s	4 65
Pillsbury's Best 1/4s paper	4 65
Pillsbury's Best 1/8s paper	4 65
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s	4 70
Duluth Imperial 1/4s	4 60
Duluth Imperial 1/8s	4 50
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 80
Wingold 1/4s	4 70
Wingold 1/8s	4 60

Olney & Judson's Brand	
Ceresota 1/2s	4 90
Ceresota 1/4s	4 80
Ceresota 1/8s	4 70

Worden Grocer Co.'s Brand	
Laurel 1/2s	4 90
Laurel 1/4s	4 80
Laurel 1/8s	4 70
Laurel 1/2s and 1/4s paper	4 70

Meal	
Bolted	2 00
Granulated	2 20

Feed and Millstuffs	
St. Car Feed, screened	18 50
No. 1 Corn and Oats	18 00
Unbolted Corn Meal	17 50
Winter Wheat Bran	14 50
Winter Wheat Middlings	15 50
Screenings	15 00

Corn	
Corn, ear lots	45
Less than ear lots	

Oats	
Car lots	29
Car lots, clipped	31
Less than car lots	

Hay	
No. 1 Timothy car lots	12 00
No. 1 Timothy ton lots	13 00

Hides and Pelts	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	

Hides	
Green No. 1	@ 7
Green No. 2	@ 6
Cured No. 1	@ 8
Cured No. 2	@ 7
Calfskins, green No. 1	@ 9
Calfskins, green No. 2	@ 7 1/2
Calfskins, cured No. 1	@ 10
Calfskins, cured No. 2	@ 8 1/2

Pelts	
Pelts, each	50 @ 1 25
Lamb	25 @ 50

Village Improvement

Trees Best Adapted for the City.

In these brief notes I shall only attempt a few hints on the use of our native forest trees along the streets and about the residences of the city. To give a list of desirable kinds would be of little use, except in particular cases where all the conditions were known, for all kinds are beautiful and equally interesting in their proper place.

When a boy I used to set out trees in Grand Rapids brought from my father's farm, and now I can hardly pass a residence without noting the condition of the trees around the house and along the street and thinking what additional ones would be desirable, and the chances for making a sale. I found, however, that usually the more trees there were on the premises the better the chances for selling more, even if there were far too many trees there already.

A house on a city lot is not exactly my ideal of a home, and I judge it is not of a large number of those living in cities from their desire to surround themselves with trees, shrubs, vines and flowers beyond what their space permits. Many otherwise fine grounds are spoiled by the passion of the owner for bringing to them everything beautiful which he may see elsewhere. If possible, I suppose such an one would try to make room for a small-sized rainbow in one corner of the ground, and perhaps an unusually fine specimen of aurora borealis in another, instead of being content to enjoy them, in common with all other people, where nature has placed them.

City dwellings are usually more beautiful in themselves than those in the country, and should not be as much hidden by trees or covered with vines. The usual practice of having a row of trees along the street in front of the house, although to be commended, adds more to the appearance of the street than of the place. Large trees should seldom be placed in front of the house, but rather at the sides and a little to the rear. The space in front should be reserved for a lawn, with perhaps a few low flowering shrubs or evergreens and a bed or two of flowers. If large trees are allowed here they should be trimmed up so as to break the continuity of the lawn as little as possible. At the sides of the lot the limbs of the trees may reach the ground to give an appearance of partial seclusion to the place.

As a rule, avoid excessive pruning. An evergreen or two in front may be trimmed low and compact, but rather as a necessity from the restricted space than as improving its appearance. The use of a dwarf variety, or replacing by a younger tree when too large, would often be better.

An occasional evergreen hedge is admired by many and looks well if the soil be strong to keep it thrifty, and it be kept trimmed very low and be not shaded by trees to cause an uneven growth. The beauty of a hedge is in its perfect uniformity. The trees in the yard, on the other hand, should have as little uniformity as possible. They should never be in rows nor all of the same size or kind. No one likes to have his house just like that of his neighbor. Equal originality may be shown in the planting of the grounds, however small. A single tree different from any other on the street or in the city will afford a good deal of satisfaction.

With roadside planting it is different: here uniformity of appearance is desirable—straight rows; trees of uniform size and of the same kind. A whole street lined on both sides with large, well-grown trees of the same kind is something to be enjoyed and remembered. The irregularity in size, kind and vigor of the trees of some of our streets is very unsightly. In the country I think it would often be best not to attempt to have trees in rows, but leave them in groups at the corners of the fields, and single at long distances. But in the city this is not practical.

A few of our native forest trees seem best adapted of any for planting along the street. The two most popular kinds, sugar maple and American elm, are as good as any. The red maple, often used, grows rapidly and looks well when young, but often becomes feeble, diseased and unsightly when older. It makes a beautiful appearance when in flower in early spring and in autumn when the leaves turn in color, but during the summer its foliage is dull and less pleasing than that of the sugar maple, making it less desirable for the roadside. One or two trees should, if possible, find a place at one side of the grounds, for their beauty in spring and autumn. The cities of Adrian and Ann Arbor afford opportunity for comparing these two species of maples. Both cities are well supplied with trees. In Adrian the red maple is so extensively planted that it has been called the Soft Maple City. In Ann Arbor the trees are mostly hard maple, and they are certainly more uniformly healthy and satisfactory in appearance.

A. A. Crozier.

Some of the Possibilities in Store for Pentwater.

Pentwater, July 24.—Probably no town in Michigan has been visited by so many business calamities as Pentwater. Business had hardly been readjusted to the reaction incident to the diminution of the lumber business, when the large furniture factory of Sands & Maxwell burned, throwing out of employment over one hundred men, many of whom were skilled workmen, whose families must be provided for elsewhere. Later, the bank failed, sweeping away the hard-earned savings of many and temporarily affecting the general business tone. At the present time the outlook is not flattering, but the natural resources and possibilities of the town can not long escape the attention of enterprising men of means and business ability.

In the first place, Pentwater has one of the best natural harbors on the Michigan shore. The channel leading into Pentwater Lake affords ample protection for boats and dock frontage for manufacturing and milling industries, and is an especially fine winter harbor, being practically free from ice, although the other harbors along the shore are obstructed or closed. On the shore of Pentwater Lake is an unlimited supply of clay, which is admirably adapted to the manufacture of white brick of excellent quality. Contiguous to the town is a large tract of land which is equal to the soil of the celery fields of Kalamazoo for the raising of that product. Oceana county is one of the banner fruit regions of the State, peaches, pears, plums, berries and other fruits being grown in great abundance. During the fruit season, steamers leave Pentwater daily for Chicago and the West loaded with all kinds of fruits. Peach orchards containing 10,000 trees are not unusual. This would be an admirable location for a canning factory, as not only fruits but also vegetables of excellent quality are grown, and the water rates to be obtained at Pentwater ought to be a special inducement to canning factory people. A very successful canning factory is operated at Hart, eight miles distant.

As a summer resort, Pentwater has

many advantages. It has access to both lakes, the smaller of which abounds with bass, perch and pickerel, while white fish are very plentiful in the large lake and are caught in nets. The nearby trout streams also offer special attractions to the followers of Isaac Walton. In the center of the town is a magnificent brick structure designed as a hotel for resorters, but which has never been completed. Directly across Pentwater Lake is Oceana Beach, a growing and promising summer resort. A number of cottages have already been erected, principally by Lansing and Grand Rapids people, and more are to follow.

The town has a substantial appearance, nearly all of the business buildings being built of brick, and the merchants are enterprising and public spirited. There are some manufacturing establishments of promise. What is needed most of all is men with capital and business ability to join with those already here to build up and develop the mercantile, manufacturing, shipping and summer resort possibilities of the town in order to make it one of the most important cities of Western Michigan.

Skins Take the Place of Money.

From the Washington Evening Star.

"The strangest money I ever saw," said a commercial traveler the other day, "was in the mountain districts of Kentucky and West Virginia. Early last spring I was making my semi-annual tour through this region, and I stopped one morning at a little grocery store and saloon, not to sell goods, but to get a drink of the 'mountain dew.' While I was pouring out my drink a big, husky mountaineer entered the place and called for a drink. As he finished gulping it down he reached into a large pocket and drew forth what looked to be a coonskin. He laid the skin on the counter. The barkeeper took the skin and, opening a drawer, hauled out a rabbit skin, which he offered as change. The mountaineer picked up the skin and started to the front part of the store, which was the grocery department. He there bought a twist of plug tobacco and tendered the rabbit skin in payment. He received a big twist of long green, and I was surprised to see the storekeeper reach in another drawer and tender him a squirrel skin. The mountaineer tucked the squirrel skin in his pocket, walked out, unhitched his horse and rode away.

"I became interested and engaged the proprietor in conversation. He told me that sometimes he would go months without seeing any real money, and that the mountaineers used the skins in all kinds of trades, such as buying provisions, horses, etc. He said that four times a year a hide buyer from Lexington or Cincinnati visited the country and bought up all the skins, which were generally concentrated in the few stores in the vicinity.

"But of all the queer financial transactions I have ever known," continued the drummer, "the oddest came under the head of 'paying the fiddler.' It had been noised abroad that a dance was to be given a little way up the mountain, and I agreed to go along with one of the boys to see the fun. After going through the elaborate preparation of blacking his boots and putting on a white shirt and collar, I saw my companion go to the potato bin and carefully select a dozen nice potatoes and put them in his pocket. No sooner had we arrived at the 'music hall' than he gracefully surrendered his vegetables for an entrance ticket. But what puzzled me the most was that upon coming out, after dancing all night, he was given two onions as change. I have been trying to make up my mind ever since just what that dance was worth in the 'currency of the realm.'"

Scranton, Pa., is considering the advisability of instituting a department of harmony in that city to pass upon the merits of street musicians, and decide which are worthy of the privilege of performing on the thoroughfares. It is proposed also to exact a license fee from those who pass muster before the board of musical critics.

Our Leader



100 piece Dinner Sets

Four sets in small cask
assorted decorations.

Name your own colors.
Guaranteed not to craze.

Only \$4.85 Each.

For the Four Sets only \$19.20.

We have a full line of china, crockery, glassware and lamps on exhibition in our show rooms. Come in and look us up when in town. We represent Hefter & Wyel, Importers, and several of the largest factories in the United States.

DeYoung & Schaafsma,
Manufacturers' and Importers' Agents,

Office and Show Rooms:
112 Monroe St., Grand Rapids, Mich.

HORSES

Receiver's Sale

OF

Fuller Horses

Under authority of United States District Court, Fifty Stallions, Brood Mares and Young Stock to be closed out.

Public Sale

During big race meeting of Comstock Park Driving Club at Fair Grounds. Auction to commence at 10 o'clock Thursday forenoon, August 2. Maj. L. H. Bean, Auctioneer.

Private Sale

In meantime will sell at private sale at prices quoted in Descriptive Catalogue. Copies furnished on application.

Stock can be seen at Comstock Park

Michigan Trust Co., Receiver
Grand Rapids, Mich.

PAULSON'S PEERLESS PENCIL IN

Can be fastened "any old place" and always holds the pencil. Retail for 5 cents. Costs the dealer 35c per dozen. Order from Hazeltine & Perkins Drug Co., or J. E. PAULSON, 427 E. Bridge Street, Grand Rapids, 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.

SIDE ISSUES.

Short Road to Success Which Ended in Failure.

Fifteen minutes before I took up the pen to write this article, I received a visit from an old acquaintance.

Before he came in I intended to write on another subject. His visit decided me to write about him, for he is a splendid illustration of an unfortunate type. The other subject can wait.

This man's first name is Robert, and throughout this article I'm going to call him Bob, because that's the name I've known him by for nearly twenty years.

Bob has wasted his substance, not in riotous living, but in riotous dreaming.

He had a splendid business ready made for him and handed over to him without a debt of a dollar, and making \$2,000 every year. To-day it is in other hands, and Bob is hunting a job.

But I anticipate.

The man who called on me last week had a thin face and shabby clothes. He had a generally uncared-for look, like a man who has gone to seed.

"Hello, old man," I said, as I shook hands with him; "I haven't seen you for two years. Let's see. The last time I knew of you you were at—, weren't you, clerking in the postoffice, or something?"

"Yes," said Bob, slowly, "but I got out of there; I didn't like it."

"What are you doing now?" I asked.

"Well," he said, "I'm down here to see if I can't get some money-backing for my new lawn mower."

And then his face changed on the instant. It lighted up. His body straightened. He opened a shabby gripsack, and took out a little model. For twenty minutes I had to listen to a description of that invention. I didn't listen very attentively, I'm afraid, but as near as I can remember it was a new form of ball-bearing mower that ran more easily than any other.

The invention wasn't patented yet; Bob was in town trying to raise money to do that.

Bob is a schemer and always has been. Very likely he'll scheme even after he gets into the poorhouse. Many and many a time I've seen the cellar steps of his store dangerously dilapidated for the want of an hour's work, while he was dilating most enthusiastically to anybody who would listen to him on some new idea he had gotten.

Bob's father was a careful, honest, shrewd old Quaker, who built up a mighty good general-store business. The old man made money out of it, but when he died about fifteen years ago, he didn't leave Bob any of it. What he did leave him was the business, and that was a fit legacy for any man. It was already established and on a splendidly profitable basis. Had Bob simply settled down there he could have died as rich as his father.

As it is, he'll be buried in the Potter's field; you mark my words.

Bob ran the business, or the business ran itself with Bob on behind, for about three years. Each year it slipped a little further back. Bob didn't care; I doubt if he even knew it. And while this was going on, Bob would lie awake at night scheming, scheming, scheming! Not a single one of his schemes was in line with his business. He'd never think of scheming to get new trade, or to get old trade back, or to do this or that to improve his business. His mind and his heart weren't in it. He went to the store in the morning, and did such

work as forced itself under his nose to do. He would wait on customers, if any came, but he would rather sit and talk about the big money inventors of simple little things had made. He had studied that subject as he ought to have studied his business.

I can't begin to tell you all of the schemes that Bob had on the brain at one time and another. He claimed to have discovered a new way of making soap—using cocoanut oil in some way or other so as to greatly cheapen the cost. He went all the way to Chicago to see the big soap houses about this, but it never amounted to anything. He dilly-dallied with it, talked about it and dreamed about it, wasted time over it, and neglected his store over it.

He had another scheme to issue paper money in sheets like postage stamps. It was a plan of reviving the old war-time paper currency with the additional feature that the notes of different denominations, such as 5, 10 and 25 cents, should be printed together on large perforated sheets. The idea was to tear off a strip when you wanted it, thus doing away with checks or postal orders.

Upon my soul, Bob nearly went crazy over this. He dreamed of the Government buying it for a million dollars. He thought he had the key that would unlock the door both to the Government's favor and fabulous riches.

This scheme meant more wasted time, and more neglect of his business. While Bob was button-holing everybody who would listen to him about his wonderful paper-money idea, his business was galloping merrily down a steep place into the sea.

The money scheme dropped dead. Bob paid some slick patent attorney some money to take it up; but so far as I heard, nothing ever came of it.

He had a dozen other schemes. He invented a patent broom-holder for the housekeeper, and a new telephone for short distances, neither of which he ever did anything with. He also had a scheme for a lady's hatpin that would keep the hat from blowing off—an automatic arrangement of some sort.

A lot of these schemes he didn't even try to work. He would think of them in the night, and get worked up to a perfect pitch of enthusiasm. He would talk of nothing else for two days, and by that time a new scheme would have been born, and all love for the old one had died, without the slightest attempt ever having been made to get anything out of it.

Well, about ten years ago the business rebelled, and Bob found that his schemes had become a millstone about his neck and he was drowning! The place was sold over his head, the business passed into other hands, but was so far gone that I understand all efforts to revive it failed.

Since then Bob has lived, and that is all. He has a wife but no children and he has worked at one thing and another for ten years. He has clerked, he has run an engine, he has worked in a machine shop, he has repaired bicycles, he has acted as a life insurance agent and as book agent. A good deal of the time, I know, Bob hasn't at times had enough money to buy himself decent clothes.

Some people will say he started wrong.

"He should never have attempted to keep store; he should have gone in a machine shop at first," and so on. No, I am afraid not. Bob, I believe, would have failed at anything. He was shiftless to the core. The devising of schemes and the wasting of time talking

about them was a mania, and he couldn't resist it.

If he had had the intelligence to see his weak point at the start, and the resolution to guard against it, it would have been a different thing.—Stroller in Grocery World.

The Handling of Salesmen.

I believe this question has caused more furrowed brows and more gray hairs than anything with which we come in contact. The salesman is an octopus; his feelers are in every part of the business.

I believe that we ought to have definite rules and see that they are executed. I know that men have nightmares about salesmen. When it comes to the point of decision—when a salesman has transgressed rules—they are just fearful of telling the salesman very plainly that the house alone maps out the plans; the salesman is to execute them. They fear that the competitor right around the corner is willing to take that man at a little advance in his salary. Hasn't it been so with us in the matter of our salesmen? The muchness, not the howness—it is the question that comes to your mind in the application: How much can you sell? What is the extent of your annual shipments? rather than How do you do it? What is your standing on the road? How do merchants regard you? Why, gentlemen, if we exercised the discrimination in selecting our salesmen that we do our office men, we would not have one-half so much trouble.

The next thought is that we ought to bring the salesman into close relationship with the credit department. You know the salesman is an individual, and the vast majority of them have ambitions, just like ourselves; they have

their families, of whom they are proud, just like us; and I believe that a great many of them have good intentions crushed out because we are not thoughtful enough about them. And we ought to regard them more as men who are representing the dignity of the house as well as the goods rather than as a mere channel of distribution.

J. Harry Tregoe.

Working for Early Closing.

Ludington, July 20—Retail Clerks' Union, No. 360, of Ludington, recently elected the following officers:

President—Dave Clarette.
First Vice-President—Dave Gibbs.
Second Vice-President—Robert Armstrong.

Recording Secretary—Willard Fowler.
Financial Secretary and Treasurer—Grace Lozo.

Guide—John Gavin.
Guardian—Joseph Clauson.

There are at present about forty members in the Union in good standing. It is now agitating the subject of the closing of the business houses at 6 p. m., and forty-two of the fifty merchants of the place have signed an agreement to that effect. In case the organization has as good success in the future as it has had in the past, it will succeed in establishing the early closing movement by August 1.

Willard Fowler, Recording Secretary.

Sugar Cane Crop Good.

While complaint is still heard of too frequent rains throughout the sugar district, the cane crop prospect is a distinctly encouraging one and progress is being made everywhere in the work of laying by, planters seizing every available opportunity to push operations. The cane is growing vigorously and shows a healthy color, all of which is very gratifying, and the planters are generally in a hopeful mood and anticipate a banner crop.

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

BAY CITY IN LINE.

Initial Steps in Organization of a Strong Association.

Bay City, July 24—Bay City will have a Merchants and Manufacturers' Association that will be a credit to the metropolis of Northern Michigan—an earnest, enthusiastic, aggressive commercial body that will spread far and near the superior advantages possessed by this superbly situated municipality; a commercial body that will attract capital seeking investment to the Bay Cities, and make for the prosperity of the whole community, while protecting the manifold interests of the members of the organization and promoting that good fellowship and civic patriotism without which no city can grow and prosper.

Jacob F. Boes, who has been tireless in his efforts to work up interest in the organization of a strong commercial body, embracing every branch of business, trade and industry, called the initial meeting to order, and explained at length its purpose—the formation of an association of merchants and manufacturers to protect its members and advance their interests, to boom the city, to weed out dead-beats, and to put an end to the fleecing of merchants by advertising fakirs and fraudulent collecting agencies, and to abolish that form of competition which inevitably leads to bankruptcy. Mr. Boes warmly advocated the formation of a large association and predicted that the membership would be at least 500 before the end of the year.

J. T. Pearcival, Secretary of the Merchants and Manufacturers' Association of Port Huron, outlined the work of his organization. In conclusion he said: "When you have once experienced the benefits of such an organization you never can be induced to give it up." George H. Mustard, also a member of the Port Huron body, spoke along the same lines.

George W. Ames then addressed the meeting. His remarks created great enthusiasm. He said in substance: Captain Boutell and myself have had considerable correspondence with the representative of a corporation that desires to establish a large steel plant, rolling mill and glass furnace here, provided it can make satisfactory arrangements. If it located here the corporation would put up a plant costing at least \$2,000,000 and giving employment to from three to five thousand men the year around. Its representative said that it would establish such a plant here if it were guaranteed a bonus of \$200,000 and a site. Captain Boutell wrote to the representative of the corporation that he would donate 200 acres of land for a building site. This week Captain Boutell received a letter from the representative asking if he could guarantee 40 acres of dock side with the 200 acres of land he proposed to donate, and also asking him to set a price upon 200 acres of land adjoining the 200 acres he offered to give. Mr. Ames said he believed that the corporation would have no difficulty in securing all the land it needed—if Captain Boutell had the 40 acres of dockside; but he felt sure that the Merchants and Manufacturers' Association would leave nothing undone to secure the location of the plant here, especially when so little stood in the way of an agreement. "This company has unlimited capital," said Mr. Ames. "It desires a new location. Bay City has everything it needs in its business. It employs an army of men and is the largest industry of the kind outside of Chicago and Pittsburg. We can not afford to lose such an opportunity."

Mr. Ames also directed attention to the fact that a wealthy concern, whose representatives—W. T. Ayers and S. A. Ayers, of Lansing—had been in the city several days, desired to establish here a plant for the manufacture of gasoline engines and automobiles. He believed it would not be difficult to make satisfactory arrangements, as the representatives of the company only asked a small building and site.

Brief addresses were made by several business men. Each was heart and soul

in the movement to organize a strong association. It was pointed out that the remarks of Mr. Ames emphasized the necessity of prompt and energetic action. It was quite clear that all the speakers believed that Bay City had suffered in the past from not having a strong organization of the business interests.

W. T. Ayers, who came in after Mr. Ames had spoken, briefly addressed the meeting. He said the company he represented meant business, and wanted to do business right away; in fact, could not afford to wait upon the city's action much longer. "All we ask is a building and site," he said. "We propose to establish a plant here that will employ fifty to seventy-five men at the start and a great many men more soon after. Our machinery is ready for shipment. We will manufacture gasoline engines (marine and stationary) at first, and then branch out into the manufacture of automobiles. I assure you that if our company locates in your city you will never regret it."

A temporary organization was effected with J. F. Boes as chairman, D. G. Ramsey Secretary and W. E. Tapert Treasurer. The chairman appointed the following committees:

To solicit new members—E. W. Funnell, C. E. Cornwall, L. F. Pratt, W. W. Hodgkins and G. Hine.

To interview representatives of companies seeking manufacturing sites—Charles Heumann, A. B. Griswold, G. W. Ames.

Constitution and by-laws—E. C. Little, G. A. Fuller, Fred Woolson.

At 10:30 the temporary organization adjourned to meet in the Council Chamber Wednesday evening at 8 o'clock, when a permanent organization will be effected.

Military Strength.

The Adjutant General of the Army has published his annual report showing the military strength of the country. This statement is based on returns received from the Adjutants General of the various states, and shows both the organized and the unorganized militia forces. The organized militia force includes the troops maintained by each state now known officially as the National Guard, and the unorganized force comprises all males between the ages of 18 and 45 years capable of bearing arms.

The organized militia force numbers 106,339 officers and men, and the unorganized force aggregates 10,343,152 men. The National Guard is small compared with the actual military material available, and, considering the impetus to military enthusiasm given by the wars in which the country has been engaged of recent years. The Guard is scarcely as large as it was before the Spanish war, a fact which would seem to contradict the impression that the country is drifting towards militarism.

Of the vast total of more than 10,000,000 men able to bear arms, it is not possible that half that number would actually be found able to do military duty, except in an emergency to defend the country from invasion; but even half the total strength credited would be a vast military reserve which will make any nation, no matter how powerful, pause before attacking us.

Two Viennese—a merchant and a cafe proprietor—have backed themselves to walk to the Paris Exposition, rolling before them all the way a hoghead flying the Paris and Vienna city colors. The route is through Linz, Munich and Strasburg. To give some idea, says the London Express, of the laborious nature of the undertaking, it may be stated that the hoghead weighs two hundred-weight, and that the distance to be covered is 750 miles.

It is often very easy to give a kick, but the rebound is what hurts one most.

Diamond Match Co. Sues a Rival.

The Diamond Match Co. last week began suit in the United States Court, at Trenton, N. J., against the Ruby Match Co., of Camden, alleging infringement on a patented apparatus for clamping match splints. An injunction and an accounting are asked for. J. Edward Addicks, Alexander Kelley and William B. Clerk are named as officers in the defendant company.

Michigan Central Excursion to Niagara Falls.

This popular and exceptionally low rate excursion will be given Thursday, August 2, from all stations in Michigan, tickets good for twelve days in which to return.

Enquire of any Michigan Central Agent for particulars, or write to Jos. S. Hall, District Passenger Agent, Detroit.

Certain statesmen have conceived the idea of regulating a trust by securing some of its stock.

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 CHEAP, OR WILL EXCHANGE for stock of dry goods, boots and shoes or general merchandise, 80 acres pine lands having 320,000 feet of standing white pine timber which will cut three logs to the thousand feet; situated in the Upper Peninsula of Michigan, three miles from a driveable river; has logging roads ready for use from tract to the river; also lumbering camp close by that can be used for operating same.

Also have for disposal on same terms 120 acres of the finest hardwood timbered lands in the Upper Peninsula of Michigan, consisting of maple, birch, large elm and basswood, located in Dickinson county (on the mineral belt), Michigan, three miles from Felch branch of the C. & W. M. Railway and one-quarter mile from a driveable river. Correspondence solicited. Address J. A. Fitzgerald, M. D., Perronville, Menominee Co., Mich. 449

DRUG AND BAZAAR STOCK FOR SALE at 50 cents on the dollar. Invoice before August 12. Write quick. Lock Box 25, Vicksburg, Mich. 452

FOR SALE—A STOCK OF DRUGS IN A VILLAGE of 400 inhabitants. Address lock box No. 2, Dansville, Mich. 450

FOR SALE—LARGE SILVER BRONZE safe, nearly new. Address R. S. Calkin, Montague, Mich. 448

FOR SALE—STOCK OF UP-TO-DATE MILLINERY and fixtures, including nine show cases, five dozen display stands, mirrors, large safe, etc.; excellent location; pays well; good reasons for selling. Address No. 447, care Michigan Tradesman. 447

AN EXCELLENT OPPORTUNITY TO BUY or rent a good meat market; town of 6,000 inhabitants; owner wishes to retire; doing a profitable business. Further particulars write A. R. Hensler, Battle Creek. 445

HOUSE AND FIVE LOTS, REED CITY, Mich. for sale or exchange for Traverse City, Mich., property. Address W. T. Roxburgh, Traverse City, Mich. 443

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

GOOD DRUG STOCK NEAR MUSKEGON for sale or trade. Write quick. R. E. Hardy, 294 Concord Ave., Detroit. 391

WANTED—A FLOURING AND FEED mill at South Lyons, Mich. The right man would receive encouragement; correspondence solicited. Address South Lyon Banking Co. 439

FOR SALE OR EXCHANGE FOR STOCK of goods—lumber yard and planing mill in Central Michigan; doing a good business; a bargain for some one. Address No. 440, care Michigan Tradesman. 440

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 \$5,000; 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—GROCERY STOCK AND FIXTURES; also meat market, \$800; trade established; best town in Northern Michigan. Address 620 Grove St., Petoskey, Mich. 428

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

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

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

FOR SALE—THE STOCK, FIXTURES AND good will of prosperous dry goods and millinery business in Michigan town of 4,500; sales \$35,000; 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 Evart; 1,500 population; sixty foot room. Mills Bros. 437

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

FOR SALE—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

HOTEL AND BARN TO EXCHANGE FOR merchandise; twenty-five rooms in hotel; resort region; a money-making investment. Address No. 318, care Michigan Tradesman. 318

FOR SALE—THE HASTINGS DRUG STORE at Sparta. One of the best known drug stores in Kent county; established twenty-six years; doing a prosperous business; brick building; central corner location; reasonable rent; long lease; belongs to an estate; must be sold. M. N. Ballard, Administrator, Sparta, or M. H. Walker, Houseman Building, Grand Rapids, Mich. 322

FOR SALE CHEAP—\$33,000 GENERAL stock of hardware, farm implements, wagons, buggies, cutters, harnesses, in good town and good farming country. Reason for selling other business. Address No. 320, care Michigan Tradesman. 320

FOR SALE—GENERAL STOCK, LOCATED at good country trading point. Stock and fixtures will inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

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

FOR SALE—FLOUR AND FEED MILL— full roller process—in a splendid location. Great bargain, easy terms. Address No. 227, care Michigan Tradesman. 227

FOR SALE CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—AN EXPERIENCED TINNER, one who has had some experience in hardware store preferred. Address Box 295, Nashville, Mich. 446

WANTED—REGISTERED PHARMACIST having experience in general merchandise; married man preferred. Address, stating salary, No. 451, care Michigan Tradesman. 451

WANTED—REGISTERED ASSISTANT druggist. Postmaster, Station 9, Grand Rapids, Mich. 453

WANTED—SINGLE MAN FOR COUNTRY store. Best of references required as to honesty and habits. Address No. 441, care Michigan Tradesman. 441

REGISTERED PHARMACIST WISHES steady position. Address No. 444, care Michigan Tradesman. 444

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

UP TO DATE CUTS
FOR ALL PURPOSES
TRADESMAN COMPANY
GRAND RAPIDS

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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.**

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 KLAIP; Treasurer, J. GEORGE LEHMAN

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

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

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

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

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

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

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

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

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

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIH; 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. G. and Rapids, every day, 10:10pm
Ar. Milwaukee, 6:30am
Lv. Milwaukee, 9:30pm
Ar. Grand Rapids, every day, 6:55am

Traverse City and Petoskey.
Lv. Grand Rapids 12:40a 7:55a 1:55p 5:30p
Ar. Traverse City 4:55a 1:15p 6:10p 10:45p
Ar. Petoskey 6:25a 4:10p 9:00p

Trains arrive from north at 3:45am, 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.
Lv. Grand Rapids, 7:55am 1:55pm 5:30pm
Ar. Ludington, 12:05pm 5:20pm 9:25pm
Ar. Manistee, 12:25pm 5:50pm 9:55pm

Detroit and Toledo Trains.
Lv. Grand Rapids, * 7:10am 12:05pm 5:30pm
Ar. Detroit, 11:40am 4:05pm 10:05pm
Ar. Toledo, 12:35pm
Lv. Toledo, 7:20am 11:50am 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, 12:30pm 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 July 1, 1900.

Northern Division.	Going North	From North
Trav. City, Petoskey, Mack.	* 4:05am	* 9:30pm
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Petoskey, Mack.	+ 2:00pm	+ 12:20pm
Cadillac Accommodation	+ 5:35pm	+ 10:45am
Petoskey & Mackinaw City	+ 10:45pm	+ 6:00am
7:45am and 2:00pm trains, parlor cars; 11:00pm train, sleeping car.		

Southern Division	Going South	From South
Kalamazoo, Ft. Wayne Clin.	+ 7:10am	+ 9:40pm
Kalamazoo and Ft. Wayne	+ 1:50pm	+ 1:50pm
Kalamazoo, Ft. Wayne Clin.	* 9:45pm	+ 10:15pm
Kalamazoo and Vicksburg	+ 12:30pm	* 3:55am
Kalamazoo	* 6:00pm	* 7:00am
9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.		

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

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

Muskegon Trains.
GOING WEST.
Lv. Grand Rapids, 7:35am + 1:53pm + 5:40pm
Ar. Muskegon, 9:00am 3:10pm 7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 6:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon, 7:18am + 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 Pere Marquette R. R.
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
Every
Sunday
G. R. & I.**

Train leaves Union Station at 9:15 a. m.
Returning, leaves Muskegon, 6:30 p. m.
50 cents round trip.

WANTED!

One Million Feet
of
Green Basswood Logs

Over 12 inches.

**GRAND RAPIDS MATCH CO.,
GRAND RAPIDS, MICH.**

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages... 2 50
4 Quires, 320 pages... 3 00
5 Quires, 400 pages... 3 50
6 Quires, 480 pages... 4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,850
invoices... \$2 00

**Tradesman Company
Grand Rapids, Mich.**

The Story Has Been Told

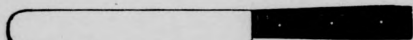
Results have demonstrated what we say regarding the good qualities of our products:
NORTHROP SPICES, QUEEN FLAKE BAKING POWDER.

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

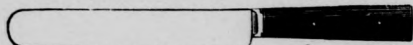
NORTHROP, ROBERTSON & CARRIER,
Lansing, Mich.

First Quality Table Knives and Forks

Up-to-Date Styles



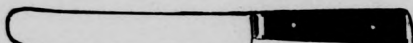
No. 10 Knife and Fork. Redwood handle.



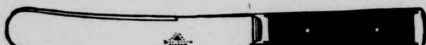
No. 20 Knife and Fork. Redwood handle.



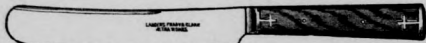
No. 30 Knife and Fork. Redwood handle.



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:

No. 1

Cutlery Assortment

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

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

Write us when in the market.

Kalamazoo Kase & Cabinet Co.,
Kalamazoo, 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.

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 Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.

Order from Jobbers.

The Whittier Broom Co.

Grand Rapids, Michigan

Manufacturers of all kinds of high grade

House, Mill, Warehouse, Whisk

Brooms



Our prices are right. Send for descriptive price list and samples and give us a trial order. If on receipt of goods they are not satisfactory, return them at our expense. **Union Made. Not in the Trust.**

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.