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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 & Tyrrell

42-44 Lake Street,
Chicago.



Royal
Tiger
10c



It Means Increased Business

It never fails, how can it? The quality of these cigars is such that they suit everybody—they are well advertised. Put two and two together and see if you are making a mistake when you order these popular brands.

A SMOKER'S SMOKE

Carolina Brights Cigarettes, "not made by a trust."



Tiger-
ettes
5c



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The Largest Cigar Dealers in the Middle West

F. E. BUSHMAN, Manager



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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.

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

Write us when in the market.

Kalamazoo Kase & Kabinet Co.,

Kalamazoo, Mich.

EGG Baking Powder

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

There's no secret in the cause

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 $\frac{1}{4}$ 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 Seneca 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)

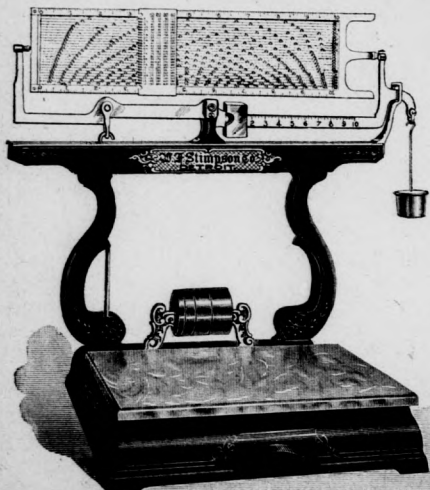
AGAINST THE TRUST. See quotations in Price Current.

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.



It Has Them All Beaten

This is what every one says who has an opportunity of examining the exclusive merits of the

Stimpson Computing Grocers' Scale

All we ask is comparison with other scales. We know what the verdict will be. Both weight and money value are accurately recorded by the movement of one poise.

Our easy monthly payments leave a merchant no excuse for being without.

W. F. STIMPSON CO., - - - Detroit, Michigan

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, AUGUST 1, 1900.

Number 880

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

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

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 Advice
 Collections and Commercial Litigation
 OFFICES IN GRAND RAPIDS AND DETROIT, MICH.

Ask for report before opening new account and send us the old ones for collection.
References:
 State Bank of Michigan and Michigan Tradesman, Grand Rapids.
 Collector and Commercial Lawyer and Preston National Bank, Detroit.

KOLB & SON, the oldest wholesale clothing manufacturers, Rochester, N. Y.
 The only house in America manufacturing all Wool Kersey Overcoats at \$5.50 for fall and winter wear, and our fall and winter line generally is perfect.
 William Connor for 20 years one of our Michigan representatives is visiting us for 10 days or so and will be glad to attend to mail orders, or if you prefer, he will call upon you with our samples on bearing from you. Fit, prices and quality guaranteed.

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

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Must Consider the Public.
4. Around the State.
5. Grand Rapids Gossip.
6. The Buffalo Market.
7. Pushem's Poor Plan.
8. Editorial.
9. Editorial.
10. Clothing.
11. Dry Goods.
12. Shoes and Leather.
14. Village Improvement.
15. Less Than Half.
16. Hardware.
17. Hardware Price Current.
18. The Meat Market.
19. Suggestions for Employers.
20. Woman's World.
22. The New York Market.
23. Salt.
24. Butter and Eggs.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Getting the People.
32. Children Increasing Business.

PIG IRON AND PANICS.

Industrial depressions and money panics exert such widespread effects upon human affairs that they are necessarily subjects which have claimed a large share of the attention of political economists, and much has been done to discover their causes.

If the causes of such an evil could be foreseen far enough ahead, it might be possible to devise some means of averting it. When a hurricane or a tornado is reliably predicted, it is possible for the mariner to get his ship in order, and for the people who live on the storm-swept plains of the West to get into their cellars. The financial panic is a storm in the business and industrial world, and, if its coming could be foreseen, those who were wise enough to heed the warning might be able to regulate their business to meet the danger.

The trouble, however, is that periods of financial panic and industrial depression are seldom foreseen enough ahead to enable the merchant, the manufacturer, the banker and the builder to prepare for the storm. And the result is that it swoops down upon the business world, sweeping into bankruptcy and ruin many important commercial and financial enterprises and institutions.

George R. Hull, in the Engineering Magazine for August, has traced up a curious connection between the price of iron and industrial depressions, and he thinks he has discovered such relations between them as to justify him in assigning unduly high prices of iron as the cause of industrial and financial depressions and panics.

Mr. Hull holds that iron is the foundation on which the modern industrial system rests, and that before iron became of preponderating importance to the industries of nations there were no industrial depressions except those born of causes apparent at the time, such as pestilence, famine and war. This is true, because among the primitive nations there was no manufacturing except to supply immediate consumption. The incessant wars and the rapidly recurring visitations of pestilence and famine so depleted the populations of the countries

that there was no surplus of the world's inhabitants. It is easy to see that pestilence, famine and war were then the only causes of widespread disturbance to business.

To-day the situation is entirely different. Not only has the population of the earth very considerably increased through banishment of terrible pestilential visitations, and the infrequency of great and destructive wars, but the general use of labor-saving machinery has multiplied the productive power of men from fivefold to double that amount, so that the population of the chief manufacturing countries may be counted as twice or three times greater than it really is.

In every department of industry, whether in agriculture, manufacturing, transportation and construction of every description, iron and steel are not only indispensable, but they occupy the largest part. Mr. Hull holds that when iron sells at moderate prices, which, however, pay the producer fair profits, then every industry goes forward with steady activity. There is no excitement, no boom, and at the same time no slackness in business. This means prosperity.

But there comes, finally, unusual activity in business, stimulated by the general prosperity. Money is abundant and credit is good. Men are excited to expand their existing business and to begin new enterprises, to erect more buildings, to build more railroads and ships, and to carry on their operations at high pressure. The speculative movement thus started goes on until some operator who has overstocked his markets, or over-traded his capital and credit, is brought to a full stop by being unable to pay. His failure affects others, and capitalists and financial institutions, taking alarm and seeking to save themselves, cut off credits, and so a general crash is precipitated.

Mr. Hull attributes the crash to the fact that, in such cases, the prices of iron and steel, having advanced unduly high, stop building and other enterprises, and so the sudden check given to the onward wave of trade produces a catastrophe. He thinks that if there were on hand, when a boom commences, an abundant stock of pig iron, so as to keep the prices down, the crash would never come; but, since the crash is the reaction from a great forward movement of speculation and over-trading, it will come whenever that tidal wave is suddenly checked. It is difficult to see that the price of iron has any more to do with an industrial and financial depression than have the prices of other necessities. A season of business prosperity is sure to bring on a boom, and the boom is certain to result in excessive speculation and reckless trading, and that sort of business inevitably results in a crash growing out of sudden loss of confidence and credit and the shutting up of money. There is always just as much money as ever there was before, but it is shut up, and those who are in the most urgent need of it are unable to get it.

GENERAL TRADE REVIEW.

There is enough of adverse influence in the political situation and in the continued uncertainties of the Chinese complications to keep up a spirit of conservative preparation on the part of American financiers, who are coming to recognize the fact that this country has become the financial dependence of the world. It was expected that gold would begin its outgo last week and Eastern bankers have been preparing for an extraordinary demand, which has naturally tended to conservatism and dulness, while it has put us in better condition to meet any requirements. Speculative markets have relapsed into a state of unmitigated dulness, and traders are about resigned to await the passing of the adverse season. Prices have improved as compared with a month ago, but when any line starts out with a show of activity there is a yielding in prices.

Of the great industries iron shows the most indication of returning activity. Large sales of pig for export and better orders for bars and plates, together with activity in structural material, make the outlook brighter in this important industry. A contract for 2,000 tons of armor plate for Russia was taken by the Bethlehem Steel Company, and agricultural implement makers continue to purchase freely of steel bars. Quotations are generally lower, Pittsburg mills selling Grey Forge at \$15 and Bessemer steel billets at \$10. Manufacturers claim that there is no profit in such transactions, but the fact that prices have reached a level which brings actual business is encouraging to thousands of employees who were constantly in fear of being idle. The total production of pig iron in the first half of 1900 was 7,642,560 tons, exceeding even the enormous figures of the last half of 1899, which were 7,331,536 tons. Hence it is not surprising that unsold stocks on July 1 had increased to 338,053 tons, against 63,420 at the beginning of the year.

While textile trade is still unsettled on account of the season of pricemaking, there are favorable indications in many lines. Any concessions in price seem to bring quick results in increased activity. Sales of wool show some improvement, although the quantity is but a fraction of the movement of last year. Cotton went above 10c again, but there was a prompt reaction.

Eastern makers of boots and shoes are receiving few orders from jobbers and many shops will shut down unless business improves. Forwardings from Boston have fallen below 70,000 cases weekly, against nearly 100,000 a year ago. For the first five months of the year shipments were 200,000 cases larger than in 1899, but the total to date is 86,000 cases smaller. Activity during the early months of the year naturally caused large stocks to accumulate in the hands of jobbers and on the shelves of retailers.

An oleomargarine trust has been formed in Germany, to go into effect the beginning of next year. If Germany will not have our butter, she must have our trusts.

MUST CONSIDER THE PUBLIC.**Merchant Cannot Be Arbitrary in His Conduct.**

There have been wonderful changes in the ways and manners of society within the last generation and those changes have been and are being reflected in the every-day affairs of life. It could not be otherwise, for business must conform to the changes in the living of the people with whom it is done and to the ideas of the real and better end of existence—that of getting out of living all the good that is obtainable.

Taking what might be termed a more mercenary view of business conduct, it is true that more money can be made out of the people of a community by the business man who conforms his business to the public idea of what is just and right in every way than by the business man who endeavors to make himself always antagonistic to those about him by being continually bigoted and utterly selfish in the matters which concern the public as much as himself. There is always more to be accomplished by working on the inside than by attempting to batter the way in from the outside.

This line of reasoning is applicable to every man of business everywhere, and particularly to the retailers, who, from the necessarily close touch with everybody, are continually under the close surveillance and criticism of all classes of people. It is true that all people cannot always be pleased and it is also true that acts and movements carried out in strictest good faith and good purpose fail many times in their intended or expected results, yet such outcomes do not in any way excuse lack of attempts nor mulish and unreasonable resistance to the ways and plans which make the changes in the selling of goods.

The retail store of to-day should be nothing more or less in spirit than a trust of the purest kind, a combination wherein every separate individual works for the best interests of all, knowing that thereby he will obtain for himself the best results. That kind of spirit applies to every member from bundle boy to the head of the firm, and on the firm itself rests the heaviest weight of responsibility to "tote fair" in all things, for it is to that portion of the retail organization that both public and employees look for the actions on which to judge the character of the establishment.

The firm sets the pace which is to be followed by the whole force and whatever line of conduct is put forth at the head not only influences all of the remainder of the house, but it also determines the judgment of the public as to whether that house is doing right and deserves patronage.

Nor can the head of the retail concern be arbitrary and absolute in its conduct and its decisions on matters which are of as much moment to the welfare of the employee as the fact of his having employment. That a firm gives employment and furnishes remuneration does not relieve it of the obligations which are demanded by present conditions out of consideration to the opinions of employees and the public. That a man owns a stock of goods does not imply that he has all of the rights and is free to do and act with that stock exactly as he pleases, no matter how unreasonable or erratic his independence may be. He is not independent by any means. Not only must he look to the public for patronage and a means of distributing his goods, but he must also take from

that public a certain number of individuals to aid him in the distribution, and those individuals can not by any system of philosophy be turned into machines; they are a component and most important part of the retailing trust and must be so considered.

A retailer is under obligations to his employees, obligations that are many and manifold. That statement does not imply that there are not as many or more obligations on the other side, but we are now talking of the employee and the public in their attitude toward the retailer and the results which depend so much on how reasonable and common sense a view the retailer takes.

There has been brought to our notice a recent case of arbitrary and so-called independent action by a retailer in an inland city which deserves to be used as an example and censured for the meanness of spirit which evidently inspired it and for the shortsightedness of the action which he attempted to carry out, merely on the point of "independence" and the arbitrary statement that he "purposed to run his own business just as he pleased."

The whole controversy hinged on the question of a half holiday each week during the months of July and August, and the peculiarity of this case is contained in the fact that although the original movement was started by the store employees of this city, it was taken up and pushed forward by the heads of every important retail house but the one in question.

There has always been a peculiar concert of action among the retailers there on questions of this nature which affected all of them—one firm always deferring more or less to the opinions and wishes of others, making uniform hours of business and uniform ways of doing it. In this last question of making a half holiday because of the conditions attached to the trade of Saturday night it was decided by the promoters of the plan to designate Friday afternoon. The four largest dry goods concerns immediately signed the agreement to close on that afternoon during the months of July and August, and the paper was presented to the fifth, the man in question, when it was immediately met with a refusal and the statement that he would never allow a lot of clerks to run his business or tell him how to do it. He said that he didn't intend to have any employees nor any outside firm dictate to him as to when he should keep open and when to close, he had run his business successfully on his own money and in his own manner, the public had bought his goods at his prices and he had never asked anyone whether he should keep open day and night nor did he propose to be governed by a crowd who were developing a habit of doing as little as possible behind the counter. His talk did not end even then, but he proceeded to half concealingly heap tales of shortcomings on the other firms who had signed the agreement.

Naturally this proceeding overturned all plans, there were dissensions from others who were solicited and the plan was on the point of failure because of the arrogant attitude of this one man. Through a false appreciation of his business sagacity and business rights he had assumed that which he did not possess and which did not belong to him—the right to destroy the pleasure and good will of five or six hundred people merely because he had the power to do so, falsely guiding himself by the idea that he had no obligations outside of his

own inclinations and that the public was concerned only so much as people could purchase goods at prices which suited, caring nothing as to whether half holidays were ever indulged in by stores or store employees.

That his view was wrong was immediately proven by the indignant speech of people who were made acquainted with the conditions and by the encouragement which the promoters received from every part of the city.

People appreciated the effort as a step forward in the recognition of the true co-operation of firms and employees for the good of both.

For the purpose of this article it is not necessary to minutely follow out the manner in which this man was finally won over to the agreement to close his store one afternoon in each week for two months, suffice it to state that he endeavored to block the whole proceeding by demanding that almost every store of every kind in the city should close as the price of his acquiescing. That he was so radically wrong was shown by the fact that every place of business except drug stores, groceries and saloons are now closed on Friday afternoon.

There is a good deal of horse sense and a very long moral to be deducted from this whole procedure. Despite the fact that this storekeeper finally came into the procession behind the band, he did it with such bad behavior that he is in very bad odor all over the city and has lost more of the good will of people who believe in fair play and reason, than he can regain in many months through any system of selling goods. He will also have learned, if he is not so stubborn as to refuse to learn, that it is not enough to have goods and salesmen and a sign over the door. There is a public and a public sentiment to be reckoned with in the carrying on of a profitable business, and the reputation of being the smallest man in town does not mean additional dollars of business for that man. No store with a reputation of that nature for its proprietor is able to make prices and goods so much different than those of its live competitors about it as to be able to overcome the prejudice.

There is a duty always owing toward employees which the public of to-day not only recognizes and understands but also demands to be fulfilled. The storekeeper is not reckoning with, nor bending to his help alone, but he must count the public in its fair-minded moods. The time of keeping stores open eighteen hours for six days in a week and surreptitiously a few hours on Sundays in large centers of population is no longer a paying proposition, and the half holiday has come to be a publicly recognized right for the hot weeks of midsummer.

No one man has the right, whatever may be his personal fancies, to attempt to force his views into the business decisions of a town where the sentiments of colleagues and populace are against him, and he will sometime find it out to his cost. It is well to be independent, but independence is not individual bigotry.—St. Louis Dry Goodsman.

Judge Jelke, in the Court of Common Pleas, in Cincinnati, invited all present who felt disposed to take off their coats and sit in their shirt sleeves, and as the jury before whom a case was being tried did not respond promptly the judge took off his own coat in order to do away with any hesitation. Soon principal and defendant, witnesses, jurymen and counsel were without coats. The stenographer, being a woman, did not have any on.

Use of Taet in Collecting from Kickers.

The nastiest persons I know of to collect a bill from are those men who are always kicking on their wives when a bill is presented. I know parties who delight to present a bill to these men, but I would rather take a thrashing—yes, bare my back and take forty-nine lashes. I know it's not good policy to talk plainly to them as they deserve, and there is nothing that makes me chew my tongue in order to be quiet as to stand and hear a man cuss his wife for the bill I have presented. The chances are ten to one that the only way the meek spouse can get the necessities from the old bear is to run him in debt. She doesn't want (and I don't blame her) to be growled at because she needs a few groceries or some item for her own feminine wants. The chances are that she has wished many a time for a personal income for her personal needs, equal to his expenditures for cigars. She sees the curl of smoke and sighs for one nickel she can call her own. So she says she will have what is necessary and let him grumble at the collector. And then often the chronic grumbler grumbles through habit.

I remember one such—and thanks to the fates that they had decreed a bachelor life for him. It was my duty to take the bill against the town for the poor orders to him (he was supervisor of the town) each month for his signature. He always kicked on each item. At first I used to reply and make explanation, but I came soon to see that he invariably signed the bill after he had delivered himself of his pout, and finally came to the conclusion it was best to say nothing. Thereafter I usually said "Good morning" when I went to his office and "Thank you" after he passed the signed bill to me, and then walked out. Almost as soon as I quit replying to him, he quit kicking. I have seen it work the same way on others. I never reply now to a kicker. It doesn't pay.

I remember presenting a bill at one time to one of those fellows that is always promising to pay. I had presented this particular bill some half dozen times, always with the same result. I finally said: "Now, see here; I have presented this bill times enough. I have worn out more sole leather than the old account is worth, and I shall not present it again," and walked away. He was a merchant and followed me right back to the store, and called my boss to one side. I never knew what was said, but about half an hour later he came back to the store and paid the bill. When this same man died, he owed the merchant I was working for about \$25. It is needless to say his estate was worthless, and not a dollar was ever realized on his account.

At another time I wrote on the bottom of a statement of a long-standing account, the words: "Drop a check in the P. O. and see a receipt come back." The parties were good but slow. This brought the money. I didn't like the idea, however, and never tried it but this once.

I have used rubber stamps to good advantage. The system with which they are used is the point that makes them effective. It doesn't pay to use them indiscriminately. If used with order they are effective.—F. H. Hendryx in Merchants Journal.

Poor Economy.

From the Denver Stockman.

Poultry shippers who try to save money on ice are commencing to discover that there is no surer way to lose money than to cut down their ice bills. Lately poultry receipts on this market have shown heavy losses for shippers simply because they used insufficient ice. Stock should be well cooled before packing. This is essential, and then plenty of ice, good pounded ice being best. When ice is artificial less is needed than of the natural ice. If shippers will pay attention to this warning, they will have less trouble and larger profits.

A man who takes a good deal of interest in politics never takes a good deal of interest in his business.



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

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

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

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

Around the State

Movements of Merchants.

Athens—Chas. Tyson has sold his meat market to L. W. Wood.

Detroit—Pluff & Morris have sold their grocery stock to Beier & Faulman.

Cadillac—Frank B. Kelly, Secretary of the Drury & Kelly Hardware Co., is dead.

Saginaw—Bauer & Milz succeed Bauer & Scheib in the clothing business.

Clare—A. J. Doherty & Sons have opened a branch hardware store at McBain.

Holly—T. G. Richardson succeeds Richardson & Brooks in the clothing business.

Springport—Frank Tompkins has purchased the dry goods and grocery stock of J. T. Bancroft.

South Haven—D. M. Cooley, grocer and baker at this place, is succeeded by Roberts & Westgate.

Breckenridge—James Redman has purchased the general merchandise stock of Marks & Frank.

Turner—A receiver has been asked for in the case of Arrowsmith & Fuehr, general dealers at this place.

Palo—Chas. L. Kling, of Ionia, has purchased the stock of dry goods, clothing, boots and shoes of C. H. Mandeville.

Otsego—Drew & Fullerton continue the furniture and undertaking business formerly conducted under the style of C. E. Drew.

Marion—Willet & Bristol, druggists, are succeeded by Dr. Frank Willet. E. F. Bristol will remove to the State of Washington, where he will engage in business.

Allegan—J. B. Wood has returned to his old position with G. M. Wirick, Clarence Warner, who was clerking there, having gone to work for Cook, Baker & Co.

Carson City—Merton E. Towne, formerly engaged in general trade at Crystal, has leased a store in the new Gardner block, and will open Sept. 1 with a new stock of general merchandise.

Lansing—Fay G. Dunning has purchased the interest of James H. Jordan in the carriage and harness business of Willson & Jordan. Hereafter the firm will be known as Willson & Dunning.

Muskegon—The second annual picnic of the grocers and butchers of Muskegon, which was held at Lake Michigan Park last Thursday, was largely attended and proved to be a very enjoyable affair in every respect.

St. Johns—W. E. Slade, proprietor of the candy kitchen here, sold his business to F. A. Van Auker. Mr. Van Auker held possession one day, and disposed of the stock, good will and fixtures to T. D. Glaspie, of Marshallville, making \$65 for his day's work.

Cadillac—Geo. Hurst, for the past sixteen years engaged in the shoe business at this place, has sold his stock at auction and will retire from trade. He will continue to make this place his home, having property interests here that will require his time and attention.

Detroit—The Bell Clothing Co., 132 and 134 Gratiot avenue, has given a chattel mortgage to Abraham Jacobs, as trustee, on its stock of clothing, furnishing goods, hats and caps for \$1 and other valuable consideration. The mortgage contains a list of sixty-six creditors, showing an indebtedness of about \$10,000.

Detroit—Samuel B. Brooks and William H. Fisher, doing business as Brooks & Fisher, lumber dealers, have filed a petition in bankruptcy and been adjudicated bankrupts. They have liabilities of \$21,666.52 and assets of \$14,289.21, of which \$500 is claimed as exempt.

Evart—Sydney E. Sayles and E. V. Boughton have purchased the general merchandise stock of John C. Tracey, at Custer, and will continue the business at that place. Mr. Sayles succeeded to the office business of his late father, Judge Joseph Sayles, and for the past two years has also acted as deputy postmaster. Mr. Boughton received his business training with the general merchandise and lumber firm of Davy & Co., for the past two years acting as manager of their branch store at Leota.

Manufacturing Matters.

Tompkins—F. M. Peters, who conducted the flouring mill business here, has removed to Springport.

Menominee—The Wolverine Cedar & Lumber Co. has been organized at this place with a capital stock of \$50,000.

Gill's Pier—Wilbur F. Gill is removing his sawmill plant to the Beaver Islands, where he will re-engage in lumbering.

Coral—Bin Fales has purchased the interest of his partners, E. E. Fales and W. L. Atwood, in the Coral Lumber Co. and is now sole owner of the business.

Lansing—The Michigan Knitting Co. recently purchased and refitted the plant of the Lansing Clothing Co. and took possession July 1. It now has more commodious quarters for its rapidly increasing business.

Detroit—The Moebis-Walsh Co., manufacturer of cigars and jobber of tobacco, has been merged into a stock company. The capital stock is \$32,000, fully paid in, and the stockholders are: Gustav A. Moebis, 3,198 shares; Patrick Walsh and Frank M. Meyer, 1 share each.

California's Almond Crop.

From the San Francisco Chronicle.

The prospects for a large almond crop seem to grow better as the season advances, and the yield of the State is now estimated at 300 carloads of ten tons each, which is considerably above our usual output. The trees are generally bearing well, and no harm of any kind has befallen the crop, except a slight damage from frost in a portion of San Joaquin county.

The production of 300 carloads of almonds, worth from \$1,500 to \$2,000 per car, is no inconsiderable addition to the wealth of the community, but, except to the individual producers, perhaps the greatest value of the crop is the unquestionable evidence which it gives of the mildness of our climate in the winter months. The almond is a very early bloomer, the trees usually being in full blossom in February, when our Eastern brethren are fast-bound in the snow and ice. When the young almonds have set they are among the tenderest of fruits, and the fact that we have produced 300 carloads, nearly all in Central California, in about the latitude of Delaware Bay, will show better than anything which can be written the possibilities of a part of the State which our Eastern friends do not seem to realize is partaking of the balmy climate which they associate with the name California. The almond is quite as tender as the orange and is grown in California almost entirely on the lower lands, where there is presumed to be most danger from frost.

Emerson said the world belongs to the energetic. The loafer can claim only a small part of the earth.

The Package Coffee Business.

From the American Grocer.

An article in the New York Journal of Commerce of recent date on package coffee contains the statement that the output in 1899 was 170,000,000 pounds. This is evidently an under estimate, as it amounts to only 4,260 bags per working day; and as there is one firm which roasts nearly 6,000 bags per day, and a fair estimate places the output of all other roasters and packers of coffee at an equal amount, it would be within bounds to state that the output of package coffee in 1899 was at least 10,000 bags or 1,100,000 pounds per day (allowing for shrinkage in roasting), which for 307 working days would mean an output of 337,700,000 pounds, or about double the estimate of the Journal of Commerce.

This package coffee business is a development of the past thirty years and has gained its greatest force during the past ten years.

No one can dispute the fact that the roasting and coating of coffee, and putting it up in pound packages has been a great boon to the people, and has led to a largely increased consumption. It has also created a new competitive force in the coffee trade, which has played havoc with the profits of the retailer whose sale of bulk coffee has been constantly diminished, thus making it more difficult to keep up his average of profit.

The packers of coffee should co-operate with the jobber and retailer to secure to the distributors a fair and even generous profit, or else they will force distributors at retail to push the sale of bulk coffee. The retailer is keenly alive to the fact that to hold a trade in bulk coffee requires that coffee should be roasted fresh every day, and that strict attention be given to quality, for the tickled palate seeks its gratification without stopping at cost. With the majority of retailers it is impracticable to have coffee fresh roasted every day, and therefore their interest lies in selling package coffee, thereby insuring satisfaction to consumers. The large roasters are jealous of the reputation of their brands, and take every precaution to keep up their standards, in which there is the same wide variation as found in bulk coffee. The retailer must discriminate in selecting a stock of package coffee, and put into stock only such brands as he knows by experience will meet the requirements of his trade.

There are firms who make a specialty of high-grade coffee in packages, as there are others who push for the trade in the cheaper grades, such as are in favor with the wage earner, particularly in Mississippi Valley. As a rule consumers in New England and the Middle States have a preference for high-grade, mild coffee, which sorts have been steadily gaining favor in the West and South, where thirty years ago the bulk of the coffee sold was in the raw bean. The true lover of coffee seeks the best, and therefore there is something wrong with the retailer if his trade does not continually push him on to keeping a higher standard.

Some Sample Swindles.

A well-known house in New York has recently posted a sign which reads, "Employees will pay no attention to orders by telephone." The reason for this is found in the following statement of facts: A short while ago a telephone call requested the manager of the house to step to the 'phone. "I have been purchasing goods at your house for some time," said the voice at the other end, "and I want you to take a C. O. D. order. The goods must be delivered at exactly 3 o'clock at the office of—(mentioning the name of a steamship company) I will be there at that time, but unless the goods are there I will not accept them."

Promptly at the appointed time a boy presented himself with the goods and asked for the purchaser, who was not known at the address. In a moment there came a telephone call, "Is the messenger from—'s house there?"

"Yes," was the answer.

"Tell him to come to the 'phone. I

am the manager. You have a package for Mr. —, haven't you?"

The answer was affirmative.

"Well, Mr. — has just called and paid for it, so leave the goods."

The messenger obeyed, left the building and the goods, which were claimed in a few minutes afterward by a well-dressed man.

The unfortunate part of the story is that the telephone transmitted the voice of a swindler instead of that of the manager.

Another telephone swindle was perpetrated in Pueblo, Colo., on the house of White & Davis, haberdashers. A message was received by this house purporting to come from Mr. Hogg, commercial agent of the Missouri Pacific and asking that a young friend of his be fitted out with a suit not to cost more than \$25. A young man presented himself later and secured the suit. Before he left the store it occurred to Mr. White that he would telephone to Mr. Hogg. He did so, and the young man was arrested. Mr. Hogg had not any "young friend" who needed a suit at his expense.

An empty house served the purpose of a Washington swindler, a young colored man, who purchased a bill of \$18.23 from the firm of A. W. Francis, 625 Pennsylvania avenue. The goods were ordered to be delivered C. O. D., at 25 Pierce street. When the driver called the swindler met him at the door and received the package. "Wait a moment until I go upstairs and get the money," said he.

Had the driver waited he would have been standing there at this moment, for the house was vacant and the young colored gentleman escaped at the back door.

A great change has taken place within the last few years in the methods of French business houses as regards the practice of working on Sundays. Most houses of any importance now close entirely on Sundays, and among the smaller trades people even the grocers close at 12 o'clock, and at the latest at 2 on Sunday afternoon. The postal service on Sundays, which was settled at a time when Sunday opening was much in favor, provided in the beginning for the same service as on week days. In 1890, however, a regulation was made for the closing of postoffices at 6 in the evening, which hour was advanced to 4 o'clock in 1894. The Minister of Commerce has issued a circular inviting an expression of opinion from the Chamber of Commerce as to the advisability of closing postoffices and stopping the work of postal employees at 12 o'clock on Sundays, provided, of course, that the telegraph offices always remain open and that arrangements are made for the sale of stamps and postcards at the telegraph counters. The morning delivery of letters would take place as usual, but no further delivery would be made during Sunday. The Chamber of Commerce of Paris, to which the question was submitted, strongly supported the proposal of the ministers and adopted a resolution in favor of the stoppage of the postoffice work at 12 o'clock on Sundays on the conditions mentioned above. The proposal finds favor among business houses generally, as they consider that the present system is no longer justified by the requirements of commerce, and there is every likelihood that at an early date the reform will come into force.

The little-minded man who is always against the government is consistent, at least, although lacking in common intelligence.

If a man stops to think he will cudgel his own brains, and not those of other people.

Grand Rapids Gossip

The Produce Market.

Apples—The crop of early harvest apples is large in amount and fine in quality. The price ranges from 35@65c per bu. Reports from different sections of Missouri indicate that there has been a serious drop in the apple orchards and that the crop has been injured beyond repair in some localities. The details are unknown, but current reports attribute considerable loss to this cause.

Bananas—Have declined 10@15c per bunch and a still further decline is expected. The market is heavily supplied and the fact that small fruits of all kinds continue to come in freely has a bad influence on bananas.

Beets—40c per bu.

Blackberries—\$1 per crate of 16 qts. The size was never larger nor the quality finer than this year.

Butter—Factory creamery is hardly as firm as a week ago. Local dealers are asking 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.

California Fruits—Peaches, \$1.25@1.50 per box; Bartlett pears, \$2.25 per box; plums, \$1.50@1.75 per case.

Carrots—40c per bu.

Cauliflower—\$1 per doz. heads.

Celery—20c per bunch. The quality is gradually improving.

Cocanuts—\$3 per sack of 100.

Cucumbers—15c per doz. for home grown.

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

Egg Plant—\$1 per doz.

Eggs—Local handlers hold the market steady at 12c for choice candled stock, which enables them to net their shippers about 10½c, depending on the amount of loss off, which varies from ½ to 1½ doz. per case.

Green Corn—8c per doz.

Gooseberries—80@90c per 16 qt. crate.

Grapes—The local crop is ripening rapidly and will begin to come in within a week or ten days. The crop hereabouts promises to be one of the largest ever known.

Green Peas—Marrowfats, 60@75c per bu.

Green Stuff—Lettuce, 60c per bu. for head and 40c per bu. for leaf. Onions, 12c for silver skin. Parsley, 30c per doz. Pieplant, 50@60c for 50 lb. box. Radishes, 10c per doz. for long, 8c for round and 12c per doz. for China Rose.

Honey—The new crop is large in amount and fine in quality. Dealers hold fancy white at 10c and amber at 8@9c.

Limes—\$1.25 per hundred.

Mint—30c per doz. bunches.

Musk Melons—Gems fetch 45@50c per basket of about 15. Osage command \$1 per crate of about a dozen.

Peaches—Alexanders and Early Rivers (both clingstone) are coming in freely and find an outlet at \$1 per bu. Early Yellows (freestone) is beginning to come in, being marketed on the basis of \$1.50.

Pears—\$1.25 per bu.

Pineapples—\$2 per doz. The season has not been as satisfactory as was anticipated, but has been better than last year.

Pums—\$2 per bu. for Lombards, which are fine in quality. The yield is reported large.

Potatoes—Home grown 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.

Squash—75c per bu. for summer.

Tomatoes—Home grown command \$1 per ½ bu. basket. Illinois fetch 70c per ½ bu. box.

Turnips—45c per bu.

Watermelons—20c for mediums and 25c for Jumbos.

Wax Beans—Fancy stock fetches 75c per bu.

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

The Grain Market.

Wheat has been rather quiet, with not much doing. The market was lifeless. Cash, as well as futures, closed 1c per bushel less than last week. There seems to be no cause for the depression, except reports from South Dakota, where it is claimed that wheat was yielding better than was anticipated. We can not understand this, as the farmers claimed the Government crop report was higher than the situation warranted. Receipts certainly do not show any such condition. Even Kansas claims some deterioration, on account of wet weather, and we fail to see where the Kansas, Texas and Oklahoma crop can make amends for the shortage in the remainder of the wheat producing states. We can not figure out more than about 480,000,000 bushels, instead of 550,000,000 bushels, as these newspaper crop reports claim. Our own State will not produce more than last year, if as much. A few localities have fair quality, but the quantity is not up, while the other localities claim no wheat and what there is has been almost ruined by the soaking rains. The visible showed an increase of about 750,000 bushels, but that was expected, as the exports were rather light, on account of foreigners holding off, expecting to get our wheat for less, as they seem to have faith in what the bears say about our large crop.

Corn has hardly held its own and probably will remain at present prices until the growing crop can be better estimated. Many claim it is the largest crop ever raised, while others say the contrary. It looks as if the latter opinion was more correct.

Oats are very steady, although we raised an immense crop. They seem to be wanted at going prices.

Rye, as was expected, has sagged 2c since last report and 55c is what is bid for choice, against 57c last week.

Receipts have been fair, being 42 cars of wheat, 16 cars of corn, 10 cars of oats, 2 cars of rye. Receipts for the month of July were 184 cars of wheat, 54 cars of corn, 46 cars of oats, 3 cars of rye, 4 cars of flour, 1 car of beans, 2 cars of malt, 3 cars of meal, 2 cars of hay, 1 car of feed, 11 cars of potatoes.

Millers are paying 75c for old and 72c for new wheat. C. G. A. Voigt.

The retail grocers and butchers of Grand Rapids and Jackson could not have selected a more beautiful day for their picnic than to-day. The weather is perfect, being warm and bright, tempered by cool northerly winds. The Jackson visitors came 1,600 strong on three special trains, which left Jackson at 5:55, 6:30 and 7 o'clock, making the run to Grand Rapids in about two hours and three-quarters. Each train was met by a band and committee and the visitors marched to Sweet's Hotel, which was selected as headquarters during the forenoon. The afternoon and evening will be given up to sports and contests at Reed's Lake. The Jackson guests will return on two special trains, leaving Union depot at 7 and 10:30 p. m.

E. A. Moseley is in Cleveland, attending the annual convention of the National Association of Apple Dealers.

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

The Grocery Market.

Sugars—There is a slightly weaker tendency to the raw sugar market, although there is no quotable change in price as yet. The last sale was at 4 20-32c, but refiners are bidding 4¾c, although no sales have been made at this figure. It is the general impression that raw sugars have reached their highest point and that there will be no more advances, even if there is no decline at present. The refined market is unchanged. Demand continues good. Refiners are still behind one to three weeks in deliveries.

Canned Goods—The canned goods market is a little more quiet this week and there is not as much activity shown as during the past few weeks. It is the regular midsummer dullness which occurs almost every year. The trade is still much interested in peas, especially the Wisconsin peas, of which large sales have been made. Corn, tomatoes and string beans are unchanged in price, but are moving out in fair sized quantities. Pineapples are in very good demand and large sales are reported. Prices have advanced 10@15c on the various grades. Salmon of all grades still continues to be about the strongest article in the canned goods line. There have been no changes in price this week, but the market remains very firm. As stated before, the strength of the salmon situation is added to appreciably by the fact that the commissary departments of several of the armies now in China are likely to buy salmon liberally. Not only is the army of the United States a large consumer of salmon, but the armies of other nations also use a large amount of this commodity. The run of salmon on the Columbia River seems at last to show considerable improvement. Advances from the coast say that the run is considerably better and that canners are making up their shortage to some extent. Lobster is in some demand, but stocks are extremely light and lots are being picked up at a good rate. Domestic sardines continue to sell well, with no improvement on the pack reported. Imported fish are offered at considerably less than the cost to import and holders are taking advantage of the opportunity to work off stocks which they have been carrying for some time. The trade is not purchasing future gallon apples as freely as usual at this season, giving as a reason the "enormous fruit crop." We think, however, that this factor has been largely overestimated and, with the increased cost to pack caused by the higher prices of cans, cases, etc., we do not think prices will be any lower.

Dried Fruits—Prunes show decided strength and there is no lack of bids at prices which a week ago would have been accepted. In view of a shortage of large sizes, however, holders have advanced their prices somewhat and will make no concessions whatever. There is considerable improvement in demand, especially for 40-50s and 50-60s. With any particular demand, raisins would likely go to higher prices, as the statistical position of the goods is a strong one, but the demand as yet is not large enough to make any change in price. Interest in new apricots continues very slight, but reports from the coast state that the market there is steady and that higher prices are looked for. It is said that conservative dealers there regard the present prices as "ottom." It is feared the pack of Santa Clara prunes will be less than was at first estimated. There is practically no

interest at all in new crop peaches. There is a fair demand from the trade for currants, in spite of the high figures, showing that the opinion is general that the damage to the growing crop is very serious and that everyone is satisfied the yield will be small. Some estimates now made are that the new crop will be less than 70,000 tons available for export. The apple crop will probably be some larger than last year, although not enough to make any material difference in the market. Last year the total output of the United States was 37,000,000 barrels, while it is estimated that this year it will be about 40,000,000 barrels. This will possibly make the evaporated stock somewhat cheaper than last year, but we do not think that prices will reach the very low point they have in some years past. The few goods remaining on hand now are going out gradually at full prices.

Rice—There has been some improvement in the rice business during the week. Supplies are small and full prices are obtained for everything sold. Dealers are confident that all holdings will be sold before the new crop comes in.

Tea—Business was very active during the week past. Prices on all grades are firm and an advance in values is expected to take place in the near future. Stocks are small and the statistical position is continually growing stronger, with the disturbances in China quite an important factor, which may cause further advances soon.

Molasses and Syrups—Offerings of molasses are limited and there is only a small business done, but this is at full prices. The corn syrup market is weaker and prices show a decline of 1c per gallon.

Nuts—Almonds are very strong and are held very firmly. In view of the strong market abroad and light stocks here, holders show no particular eagerness to sell. Advances from abroad state that all crops, except Jordans and Valencias, will be shorter than at first estimated. Brazil nuts are being taken slowly by the trade at the high prices, but the price is likely to be still higher before long.

Rolled Oats—There is no change in the price of rolled oats. The market is very firm, with millers still heavily oversold.

Hides, Pelts, Tallow and Wool.

Hides are steady in price, except calf and light stock, which show a continuous weakness, with little demand. Tanners are running light, awaiting the outcome of the leather market.

Pelts are in fair demand at lower values on lamb skins.

Tallow and greases are in large supply for soapers' use and are weak, while prime and edible are in fair demand.

Wool has braced up a little, on account of manufacturers looking over the market to see what is being offered for future use. Holders are generally firm in their views, but, as usual, there are some ready to let go. Considerable trading is expected this week, which may give tone to the market and have a tendency to establish uncertain values.

Wm. T. Hess.

This is how a Chinese writer describes New Zealanders in a Chinese paper: "They live months without eating a mouthful of rice; they eat bullocks and sheep in enormous quantities, with knives and prongs. They never enjoy themselves by sitting quietly on their ancestors' graves, but jump around and kick balls as if paid for it, and they have no dignity, for they may be found walking with women."

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—There is only a fair supply, but apparently too many for the demand and the outlook is certainly toward lower prices. Crops are reported in excellent condition and there is no danger of a shortage between old and new receipts. Marrows are going in a small way at \$2.10@2.25; medium, \$2@2.20; pea, \$2@2.25; white and red kidney, nominal.

Butter—Buyers managed to find sellers willing to meet their views on extras at 19½¢ and some of the fancy purchasers claimed to have worked very desirable lots at less money. Still 10¾@20¢ for extras and 21¢ for prints was asked and obtained in a small way. Good to choice sold at 18@19¢, and very little lower quality obtainable. Dairy in light supply, with prices so close up to creamery that little or no difference is made as a rule. Fancy Western, when offered, sold at 19¢ and some State at a fraction more. Crock butter of all grades is in lighter supply than known in years and sells quickly at 17@18½¢ for fair to best. The oldest butter dealers here are not as confident as the West appears to be over the future; too much stock is going into cold storage, and the outlook for a heavy production of fall butter is too favorable to suit their ideas.

Cheese—When the market reaches 10¢ at this season of the year it begins to look high and especially with a steady production and not sufficient outlet to encourage speculators to put away anything at present even at ½¢ decline. There is quite a fair local and some shipping demand here, but as a rule buyers complain of a slow trade except at lower prices. Fancy State, quoted at 9½@10¢; good to choice, 9@9½¢; Western good to choice, 8¾@9½¢; common to fair, 6½@8¢; skims, 5@6¢.

Eggs—We are having all sorts of prices owing to the wide difference in quality arriving the past two weeks. No State or fancy Michigan are being sold at less than 14¢, but when that quality is left 13¢ and possibly 13½¢, with a heavy supply offered at those figures for strictly candled goods is outside. Good to choice, 12@12½¢, and seconds, 7@8¢.

Dressed Poultry—Receipts continue very light of fowl and fancy spring chickens and demand good. Spring ducks dull; the few offerings sold at 10@12¢. Shipments not advised at present as quality is not desirable for this market. Fowl sold at 10@12¢; chickens, 12@15¢.

Live Poultry—Very little trouble was found in disposing of receipts the past week at the lower prices quoted last week. Sellers, however, were asking an advance and for fancy coops of either fowl or springers a little better average price was obtained. Ducks cleaned up readily, but would not advise shipments of too thin old or too small young stock. Fowl sold at 10¢ for fancy and 9@9½¢ for fair to good. Spring chickens, 12½@14¢, with a few fancy large at a fraction more. Ducks, per pair, 60@75¢. A few turkeys sold at 10@11¢.

Apples—Market weak and lower under heavy receipts from all sections. Still fancy well graded red and white fruit sold readily and brought good prices. The bulk of receipts, however, are mixed and mostly rotten or too wormy and small to bring more than freight charges. Fancy assorted brought \$2@2.25; good to choice, \$1.50@1.75 per bbl.; common stuff not quotable.

Peaches—With quality considerably better than previous receipts sellers advanced the price to \$1.50 per carrier for Georgia fancy high colored, and all offerings of that class were quickly disposed of. Anything showing the least signs of decay went at much lower prices, anywhere from 50¢@\$1.25 per carrier. This week Arkansas Elbertas are expected and prices will depend entirely on quality. Home grown, Michigan and Ohio early fruit is selling slowly at what shippers consider a fair price. The best peck baskets brought 30@40¢.

Blackberries—Receipts light; good demand at 7@9¢ per quart.

Raspberries—Rain kept back receipts, and the market was strong and generally higher. Blacks sold at 5@7¢; reds, 9@10¢ per quart. Canada is sending in a heavier supply than usual, all small quarts.

Huckleberries—Active and higher. Quarts sold at 8@9¢, and 12 lb. baskets, 70¢.

Gooseberries—Liberal supply and weak for anything except fancy large in prime condition. Large sold at 6@7¢; small and medium, 3½@5¢ per quart.

Currants—This market is again flooded with red currants and prices are a matter of cleaning up lots, especially on baskets of small showing leaky condition. Blacks are arriving quite freely and selling well. Fancy red large sold at 5@6¢; small and medium, 3½@4½¢; white, 3@4¢ per quart; black currants, 12 lb. basket, 45@55¢; 5 lb. basket, 18@20¢; per quart, 7@8¢.

Pears—Heavy supply of La Conte and prices declined. Belle pears all small. Demand fairly active for choice to fancy fruit of all kinds. Southern fancy sold at \$2.25@2.50; Belle, \$1.75@2; other varieties, \$1.75@2.25 per bbl.

Lemons—Strong and higher; fancy per box, \$6@7; cases, \$6.50@7.50.

Oranges—Quiet. Rodi, \$3.75@5 per box.

Melons—Fancy good eating melons are scarce, but there are plenty of all other kinds, especially the "tasteless" variety. Really fancy large water-melons sold at \$24@25; medium, \$18@22, and small at \$12@16 per 100. Muskmelons, fancy, per crate, \$2.25@2.50; choice, \$1.50@1.75; fair, 50@75¢; gems, per basket, 60@75¢.

Grapes—Fair supply, but demand light. Georgia Delawares, 8 basket carrier, \$1@2; Concord and Moore's Early, \$1@1.25.

Potatoes—Market active; in fact, demand has not been so good this season and everything cleaned up except rotten, almost worthless stuff, of which there was quite a liberal quantity in sacks at the close of last week. Home grown are in only fair supply as yet and quality not good enough to take the place of fancy white stock from Southern sections. Large fine white selected sold at \$1.65@1.75 per bbl; choice to fancy, \$1.50@1.60; medium white and red, \$1.25@1.35; No. 2, \$1@1.20 per bbl.

Cabbage—Small dry weather stock, which is poor at best, is about all that is arriving here, and that class sells at all the way from \$1.25@2 per 100; flat, fair to good sized heads would bring \$2.50@3.

Cucumbers—A rush from all sections broke the market and it was mainly due to hucksters that the offerings were disposed of at any price. The bulk of Southern sold at 8@10¢ per dozen, while home grown fresh stock brought 20@25¢ per dozen.

Celery—Heavy receipts of small and green stuff, and with fancy large selling at 30@35¢ per doz there was little show for thin and poorly bleached stuff at even 10¢, kept the small stuff out of this market and better prices can be obtained for good to choice, and especially fancy large stalks.

Tomatoes—Southern shipments fared badly and sold down to 40@50¢ per bushel box. Home grown, when fancy selected, brought \$1.50@1.60 per bushel, but the bulk of sales were around \$1@1.35.

Onions—Southern in good supply at \$1.50@1.65 per bbl.

Cauliflower—Scarce and in good request at \$1.25@1.50 per doz. for large.

Egg Plant—Light receipts and all small. Large would bring \$1.25@1.50 per doz.

Turnips—Yellow, \$1.25@1.50 per bbl; white dull.

Squash—Large marrow selling at \$1.25@1.50 per bbl. of 100 lbs.

Honey—Several small lots of new, about No. 1, sold at 16¢ per lb.

Straw—Scarce and higher.

Rye sold at \$10; oat and wheat at \$9@9.50 per ton on track here.

Central Implement Co.

Lansing, Michigan

WHOLESALE IMPLEMENTS

We can make interesting prices on harrows of all kinds for fall trade.

We also carry the largest lines of corn shellers, bob sleds and cutters in the State. Write us before placing your contracts.

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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.

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50 CIGAR
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Choice Dairies, - - - 17-18¢
Medium, " - - - 15-16¢
Storepacked, - - - 14-15¢

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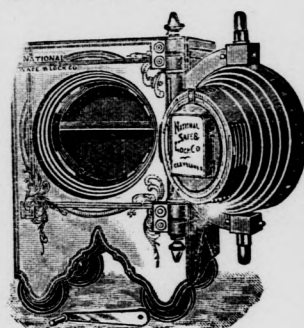
I am paying spot cash for eggs in ear lots or less. I also want dairy butter, packed in 30 and 40 and 60 pound tubs, selling from 14¢ to 17¢, according to quality. Dressed poultry in good demand, selling from 11¢ to 12¢. Any further information you wish write or wire me and I will answer promptly.

Correspondence solicited.

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

154 Michigan Street,
Buffalo, New York.

The National Safe & Lock Co.



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

Can Not be opened by the jarring process.

Absolute Proof against the introduction of Liquid or Dry explosives. Locking Action the 'quickest of any safe.

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

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

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

Estimates furnished on all kinds of safe and vault work.

Office and Salesroom,

129 Jefferson Ave.,
Detroit, Mich.

W. M. HULL, Manager.

Pushem's Poor Plan for Saving Money. Written for the Tradesman.

A change was needed in Pushem & Getthere's dry goods store. Patrons complained about the indifferent way in which salespeople waited upon them. Salespeople complained about the way their goods were wrapped, about not being able to find a cash boy when one was required—about a hundred and one little things that go to make up the whole in a large dry goods store. It was not an uncommon thing to hear some one whistling as he lounged behind the counter. Jokes were passed across the aisles by the salesmen and saleswomen in the presence of customers. Conversations were carried on by the clerks while their patrons were allowed to wait. Department heads came and went when and where they wished and during their absence sales people did just about as they chose. Two young girl ushers with yellow badges stood at the door to direct the patrons of the store to the various departments. These girls took the place of a floor walker, whose salary had been \$20 a week. The girls with the yellow ribbons did this work for \$3 apiece, a saving of \$14.

The girl-usher idea was Old Man Pushem's. It was his opinion that the floor walker's only duty was to show people to the different departments. The superintendent, whose duties kept him at his desk at least three-fourths of the time, was expected, by Old Pushem to see after all other details. The superintendent's desk was on the third floor. Old Pushem had insisted upon the floor-walker's discharge because he had on three different occasions found him absent from the front door over five minutes. The fact that he was upon one of these occasions overseeing the searching of a shoplifter and upon the other to acting as mediator between irate customers and insolent saleswomen had no weight with Old Pushem—he was bound to have his way. The result was as I have stated. Old Pushem didn't see these things, neither did the superintendent for when either of them appeared the usual disturbance stopped instantly and business went on smoothly and in order—salespeople were all smiles and attention and the yellow labeled ushers were more than eager to attend to their business. The superintendent had opposed the girl-usher idea from the first, but had finally given in; he valued his position and was in no hurry to lose it. To the many complaints of indignant customers he was obliged to turn a deaf ear, although he felt that things could not go on this way much longer. The reputation of the house was being

jeopardized. To save \$14 a week they were losing \$500. It was the penny-wise-pound-foolish idea; but it belonged to Old Pushem and until something happened to change his mind it would have to stand.

Getthere, the real brains of the establishment, the man who had made it what it was, had gone with his family for a year's sojourn abroad. The superintendent knew that the girl ushers would not last long when Getthere came back. He didn't have to wait for that event, however.

Pushem had long thought that just as much business could be done if they cut down their advertising. He had often tried to make Getthere think the same way, but without success. There were four daily papers in the city, two published in the morning and two in the evening. Pushem, having succeeded in getting the yellow badged ushers in place, then turned his attention to the advertising cut-down. This was a much bigger thing than the usher business and he hesitated for some time before putting his plan into execution. The weeks were flying by and Getthere would soon be home. If his plan was to be tried at all it must be soon, thought Pushem, and he started to put it into effect. He withdrew the firm's advertising from one of the morning and one of the evening papers. This was serious. He was at once interviewed by a representative from each of the slighted papers and put his foot into it by telling them that their circulation was not large enough to warrant the expense of advertising with them any longer. Newspapers, as a rule, are very sensitive about their circulation. These two were no exceptions, and they began forthwith to roast the firm of Pushem & Getthere. If Pushem had hurt their feelings by making light of their circulation, they hurt his by holding up his yellow labeled-usher idea to the public gaze. His motive, that of saving expense, in having the cheap little girls instead of a first-class man, was made much of. Everything that could be found to place Pushem in a ridiculous light was written up and published by these two papers. At last Pushem, in fear as to the result of his experiment in saving expense, gave in. The advertisement of Pushem & Getthere once more appeared in each of the four daily papers. The girl floor-walkers disappeared and their place was taken by a competent man, who quickly brought order and discipline out of chaos and discord, and the firm once more took its place as a first-class up-to-date establishment.

Pushem spends more of his time in

the office now and leaves the managing to the man who is hired for that purpose. He never was cut out for a successful business man, but chance and Getthere came along and boosted him, if not to fame, at least to wealth.

Mac Allan.

Store Loafers Drive Trade Away.

From Omaha Trade Exhibit

It quite frequently happens that a store, particularly in the smaller towns, gradually becomes a meeting place for a certain class of men. They like to congregate there in the evening and talk over the condition of crops, politics and the general news of the town. That may be very nice for the ones doing the visiting, but for the merchant inside who is trying to build up a trade it is a bad thing. The average woman dreads to pass a crowd of men and will avoid doing so whenever possible. If your store, either inside or outside, is crowded with men you can depend upon but little patronage from the gentler sex. Just how to prevent a store from becoming a hanging-out place depends largely on circumstances. If it is once allowed it is then almost impossible to break it up, but if a stop is put to it on the start it can be done without causing much offense. It is far better to get the enmity of a few stragglers than to kill your trade with the better classes. If you want the strictly first-class trade you must conduct your store in a first-class manner and permit no vulgarity about your premises. Your clerks must be polite at all times, and, in fact, there must be an air of refinement that will be pleasing to a person of that nature.

You can acquire money, and dieting will improve your health, but unless you were born with sense, you will never have either.



**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.

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.

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.

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

The Oldest and Largest
Manufacturers of

PURE, HIGH GRADE

**Cocoas and
Chocolates**



Trade-Mark.

ON THIS CONTINENT.

Their preparations are put up in
conformity to the Pure-Food
Laws of all the States.

Grocers will find them in the long run
the most profitable to handle, as they are
absolutely pure and of uniform quality.

The above trade-mark on every package.

Walter Baker & Co. Ltd.

Established 1780. DORCHESTER, MASS.

WORLD'S BEST

S.C.W.

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

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.

A. A. GEROE & SON, TOLEDO, OHIO

THREE TELEPHONES AND POSTAL WIRE IN OFFICE

WHOLESALE FRUITS AND PRODUCE



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 1, 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 25, 1900, and saw the edition mailed in the usual manner. And further depone saith not.

Sworn and subscribed before me, a notary public in and for said county, this twenty-eighth day of July, 1900.

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

DUTY TO PUBLIC OFFICIALS.

The Boston Herald, in a recent editorial article on the responsibilities of citizenship, makes a remark which is of great pertinence at the present time:

One duty of citizenship is too much neglected. It is the steady, open, demonstrative support of public officers in doing their duty, letting them know and feel that the sovereign authority of which they are the servants has its attention fixed upon them, and is quick to discover whether they are faithful or the contrary. It is beyond question that a large part of all the inefficiency of municipal government, especially the inefficiency of the police administration, and its corruption, when it is corrupt, is due to the conviction that nobody cares, that the honest and moral public is too much concerned with its own affairs to give more than a superficial attention to the conduct of its official guardians and protectors. It only begins caring seriously when evils have become large, impudent and threatening. There is always need of an alert organization, not political, which will give time and labor to the investigation of wrong doing, do it promptly, do it thoroughly, and especially courageously.

There is a great deal of truth in this. When the average politician is elected to public office, he recognizes the obligations he is under to enforce the laws and to perform his sworn duty, but after he gets into office he is surrounded by the professional place-hunters and spoilsmen and is totally neglected by the best citizens who voted for him and helped to elect him. Gradually he comes to think that the classes who are really his worst enemies are his only friends, and he finally comes wholly under their influence.

Thus it is that in cities where vice and wrong-doing are rife they flourish through the neglect and indifference of the best citizens and by the connivance and consent of the authorities. The criminal classes, working through the allegiance of the average citizen to his

party, in affairs with which political parties should have nothing to do, themselves choose officers who do not execute the laws, but nullify them. They run the political machinery and put up the candidates. The business men, the moral citizens, the Christian people, obediently vote for them, often knowing them to be untrustworthy, and sometimes knowing them to be corrupt and the instruments of corruption.

If the best citizens, after public officials have been elected and installed, largely through their influence, would continue to express their interest and be ready at all times to tender their aid and backing, the public officers would not be left to fall into the hands of the worst classes, and so come to believe that their best friends are of those classes. The best citizens really do the greatest part of the electing, and, this being the case, they should continue to hold on to the officials and prevent them from falling into the hands of spoilsmen and corruptionists.

There are very few men who are wholly bad. Most of them are amenable to good influences, and the average citizen who is elected to office is usually so, and he should have the benefit of such influences. Moreover, all public officers should be treated with justice. Indiscriminate condemnation and indiscriminate praise are equally wrong. A man may deserve for one public act severe criticism, and for another generous praise. A man can not always be right, and there are few so entirely bad that they never do a good action.

It does very little good to condemn public officers as a class, without exercising discrimination. It does almost as little good to condemn the bad ones, without also distinctly and emphatically commending the deserving. This is a defect of much well-meant criticism. It is content to let virtue be its own reward. It thinks it has done its whole duty when it discovers and fitly stigmatizes unfaithful officials. It forgets that it is an equal obligation to discover and honor those who work righteousness in the community. It is not sufficient, in a political way, however it may be in a moral sense, that the good officer escapes reprobation by those who have especially investigated his service. He is entitled to have a large recognition and a positive support from those who are earnestly concerned for the public welfare. And when public officials realize that they are treated with justice in such cases, the criticism fairly visited upon them does good, and when such men are justly praised they are stimulated to do their duty. It is the justice in dealing out blame and condemnation that gives real value to the criticising of public officials, and it is really only accomplished by the support of the best citizens.

American women of good taste and brain ought to be able to invent a becoming summer hat without bringing the Ladysmith basket from South Africa. A year ago they wore rough-rider hats in cowboy style stolen from men's articles of head covering. The American woman should try something domestic and womanly and make it stylish by wearing it.

Anti-progressive China builds up godless cities and puts walls around them to keep intelligence out and ignorance in.

When a man is hot in the collar, starch will not brace him up.

PREPARING BOYS FOR BUSINESS.

As the vacation days pass away there comes to many a parent who has young sons to educate the question, "What shall a boy study in order to fit him best for the business of life?"

If a young man be destined for the profession of law or medicine, he should, if he have time, pass through the ordinary college course, embracing the Greek and Latin languages, mathematics, some ethical and metaphysical philosophy, something of physical science and something of literature. To know something of these matters will furnish a fair foundation for a professional education, although there are successful lawyers and physicians who do not know a word of Latin. Nevertheless, the majority of them must feel sadly the need of some polite learning, since a professional man is naturally expected to have some enlightenment of mind in the form of a general education.

A college training is valuable to any man, but many a youth goes into a store or business office with little beyond the rudiments of an education and succeed. Without doubt the best practical school for a merchant is a country store. There almost every variety of merchandise is dealt in, and the personal intercourse with the various sorts of people who are met in such a place gives a young man a knowledge, not only of business, but of human nature, which is a very valuable sort of knowledge. Some of the great merchants of the American cities received the principal part of their business training in a country or village store.

The village machine shop, the village carpenter's shop, the mechanics' shops of the small town make each an excellent training place for the youth who desires to enter a mechanical trade. There a young man finds every detail of the multiplicity of operations of the business he proposes to learn, whereas in a great city establishment he would only learn some specialty and remain ignorant of the other branches of his business. The country store, the country workshop, like the country college, turns out men with an all-around training, while the great city establishment, like the great university, makes specialists only. A young man's friends must decide for him in these matters, for it is quite unlikely that he will be properly able to decide for himself.

To-day scientific technological courses of study are of great importance. This is the age of commerce and of the development of natural resources and the multiplication of wealth. Commerce appeals constantly to science for aid in quickening transit across seas and continents. The cost of producing the various fabrics made by industry must be reduced to meet competition, and the mechanical engineer and mechanic are called on to supply the demand. Mines are to be opened, new experiments are to be made in all branches of manufacture, and there are innumerable demands for increased economy and for better methods in every department of production. Thus it is that the electrician, the merchant and the chemist are in constant demand for aid in accomplishing so many important requirements.

A few decades ago the explorer in the realm of physical sciences busied himself in trying to solve nature's puzzles. The scientist was scarcely a practical person. To-day he is engaged in discovering methods by which the daily business of life may be promoted and

improved, and the scientist is among the busiest and most practical of workers. It is not strange, then, that technical schools are multiplying in number, while many colleges and universities have added courses in technological science.

It appears that there are now sixty-four technical colleges in this country, all but four of which have been founded since the civil war. There are eighty-nine institutions, however, that give instructions in the different branches of engineering. These colleges had 8,090 students in 1898-99 and 9,679 students in 1899-90, showing a greater gain than either the law or medical schools. In another decade the engineering schools may outstrip all the professional schools in number of students.

As a matter of course, there must be physicians and lawyers. The numerous graduates turned out every year will find little satisfaction in the assurance that there is plenty of room in the highest ranks of those professions; but they may derive some satisfaction in the certainty that if they prove themselves capable and worthy they will grow finally into a fair measure of success; but they will have to wait for it. Improvements are being made in the various branches of the medical profession and opportunity is given to young practitioners of special brilliance, but the law is very much what it was when Justinian's Pandects were penned and when my Lord Coke put in writing the traditional maxims of English law. But there must be lawyers more than ever, because there is more than ever need of interpretation for the enormous increase of statutory enigmas and legislative obscurities.

The field of science is ever growing vaster, and commerce is daily more urgent in its demands upon the engineer, the mechanic, the electrician and the chemist. There is boundless scope for their energy, perseverance, skill and brilliance. They are the magicians of the Modern Age. It is at their command that the secrets of nature are unfolded and the treasures of the earth revealed. It is not strange that such a field should attract young men of talents, energy and enterprise.

The desire of citizens of Switzerland that their country should become a state of the American Union bumps up against the Monroe doctrine, and the Monroe doctrine is solid. It does not shut the United States out of Asia or Africa, but it does shut the United States out of the European "quarter of the globe." However, it is pleasing to Americans to learn that citizens of Switzerland would like the country of William Tell to become a state of the republic founded by Washington and Franklin and Jefferson.

The heat was so terrific in New York a few days ago as to set off an automatic fire alarm in a soap factory. The contrivance is regulated to give an alarm and send down a shower of water when the temperature in the room reaches a certain number of degrees Fahrenheit. There was no fire, but the sun did the business, and the sprinklers nearly drowned out the soap factory before they could be stopped.

A sidewalk advertiser who hangs up trousers and things in front of his shop is trying to invite strangers to his clothes-out sale.

An old maid thinks an old bachelor is a coward. Perhaps they are both afraid to marry each other.

TRANSPORTATION RECORD BROKEN.

While much can be said in just criticism of British management of the campaign in South Africa, there has been one feature which merits the most unstinted praise, and that is the transport service. Never before in modern history have a larger army and more extensive war supplies been transported a greater distance across seas. When Spain, during the course of two years, transported fully 200,000 soldiers to Cuba, much comment was occasioned of a favorable character, notwithstanding the bad management on board the transports, causing the sickness and death of large numbers of soldiers. Within the space of eight months Great Britain transported to Africa more than 200,000 men, besides a vast number of animals, guns and accumulations of stores. Fully three-fourths of all these were transported during the first five months of the period.

To the total of 36,000 horses sent from England must be added other 34,000 remounts from Australia, Argentina and New Orleans, and about 10,000 which went with the colonial contingents. Of mules, over 75,000 have been dispatched from New Orleans and Mediterranean, India and other ports. Thus we arrive at a total of over 150,000 animals.

Large numbers of men engaged in hospital work and in other special duties have also been transported to South Africa over and above the troops. Besides, about 300,000 tons of ammunition and subsistence supplies have been carried out from England and safely delivered at the various concentrating points in South Africa.

To have handled all these troops, practically without the loss of men enroute, either from accident or disease, and to have carried so many thousand animals with a very small percentage of loss, is a feat which may well challenge admiration. It should also be noticed that the withdrawal of so much tonnage for transport duty has not crippled British trade, nor put any serious strain on British resources. The continental powers of Europe which are now straining every nerve to send a few thousand troops each to China can, from their own experience, arrive at a faint idea of the magnitude of the task imposed upon the British Admiralty, and, if they are generous, they can not fail to recognize how well that task was accomplished.

If Lord Roberts deserves the chief credit for having brought the campaign to a successful termination, the British Admiralty deserves credit almost as great for the way in which the British army was kept supplied with men and stores, as well as munitions of war. Had it not been for the perfection of the transport arrangements it would have been impossible to have subdued the Boers.

POPULATION OF PORTO RICO.

Now that Porto Rico is United States territory, the census of its population which was recently taken by the United States authorities presents some points of interest.

The total population of the island is 953,243, upon an area of 3,600 square miles. The only state of the Union with which it can be compared is Connecticut, which had in 1890 a population of 748,258, on an area of 5,000 square miles. It is, therefore, more densely populated than Connecticut, and does not offer any inducement to emigrants from the States, unless they are provided with large capital.

Porto Rico has 59,390 negroes, 304,

352 persons of mixed blood, and 75 Chinese, making a total colored population of 363,817, or 38.2 per cent. of the total population. With regard to the proportion of colored, the conditions in Porto Rico resemble those in Cuba and the Southern United States rather than the other West Indian islands. The proportion of colored is almost the same as in Virginia (38.4 per cent.) or the South Atlantic States (36.9 per cent.) in 1890, somewhat higher than the proportion in Cuba in 1890 (33.1 per cent.), and differ widely from Jamaica, the Leeward Islands and the Barbados, in all of which the colored population at the latest censuses was over 90 per cent. of the total.

In a total population of 953,243, Porto Rico has 8,721 more females than males, an excess amounting to .9 per cent. of the total population. In 1887 the excess of females in the population was only 478. In 1861 the males outnumbered the females by 9,653, or 1.7 per cent. of the total population. It appears thus that the proportion of females is slowly increasing. An excess of that sex was found in six of the seven departments into which the island is divided.

The census shows that 69.7 per cent. of the people of Porto Rico are single. This ratio is more than 10 per cent. higher than that of the United States in 1890 (59.3 per cent.). Scarcely anywhere outside the West Indies can a country be found in which the proportion of single is so high. In Spain, in 1887, it was 54.6 per cent. Yet the proportion of persons in Porto Rico lawfully married, under Spanish law, is much smaller than these figures indicate, for in the present census there has been recognized a class of persons living together as husband and wife by mutual consent. Under the censuses of the island taken by Spain all such persons were classed as single, and for comparison with prior censuses, therefore, this group should be added to the single. This increasing abstention from legal marriage is probably due in part to increasing poverty and inability to pay the fees, and perhaps, also, in part to a slow change of social opinion regarding the necessity for legal sanction upon the unions formed.

The juice of the green and growing pineapple is accredited in Java, the Philippines and throughout the Far East generally with being a blood poison of a most deadly nature. It is said to be the substance with which the Malays poison their kreeses and daggers, and also the "fingernail" poison formerly in use among the aborigine Javanese women almost universally. These women cultivated a nail on each hand to a long, sharp point, and the least scratch from one of these was certain death.

An interesting calculation has recently been made by an English statistician, in which he shows that when the electric light has entirely displaced gas, oil lamps and candles in the United Kingdom, there will be 40,000 less deaths annually, these illuminants being so much more unhealthful than electricity.

The first advice a lawyer gives his client in a criminal case is to keep his mouth shut. If a criminal is to do the talking, and run the risk of making confessions by mistake, he has no use for a lawyer.

Women sometimes take cold when they do not care a wrap for the weather.

DESERVED DEFEAT.

Song of Joy Over a Business Failure.

It isn't the right thing to exult over the failure of anybody, no matter how much harm they may have done you, and yet when I heard of a certain failure in New York last week I was glad clear to my backbone. For if failure ever served anybody right, it served those fellows in New York right.

I say this firm failed; they really never got anywhere. They never got even far enough in business to have succeeded or failed. But they're out of it now, at any rate.

The concern of which I am speaking is, or was, composed of two members, both young men. Both were formerly in the employ of one of the whitest, straightest jobbers in New York City. I never knew a better, more generous man in my whole life.

These two fellows were salesmen of his. They were good men—the best in the business. One of them canvassed bigger concerns than the other and he drew a salary of \$3,000 a year. The other one was as good in his line as the other but he didn't get such profitable business so he only drew \$1,800 a year.

Year before last these fellows did great business. They were carrying a good line, their house had the respect of everybody on the road and they simply whooped things up. They did so well and increased the old man's business so much that he did one of the most expansively generous things I ever knew an employer to do. On January 1, 1890, he gave the \$3,000 man a check for \$2,000, and the other a check for \$1,000.

This is no dream, mind, even if it does seem so to you salesmen who don't get such plums. It is an actual fact.

Well, those gifts had an effect just the opposite of the effect they should have had. They gave the salesmen badly swelled heads. Instead of realizing how good and generous their employer was and how much more appreciative of their work than most employers, they began to fall down and worship themselves. They concluded that the old man only gave them what he did to prevent them from going somewhere else.

So what did the miserable idiots do but make up their minds to go into business for themselves and resign!

What do you think of that, anyhow? Wouldn't it jar you?

Their resignation caught the old man short. It was in his busy season and he objected to letting them go without giving him a chance to replace them. They agreed, therefore, to stay on until the jobber could fill their places.

Now, up to this time these fellows had done nothing which would make me glad over their failure. They had been square enough, perhaps—only foolish.

But both of them started the very minute it was known they were to go to fix things so I would be glad they failed. They cribbed private information from their employer's files. They made memoranda of the discounts each customer was getting, because they knew that such information, used as it can be used, is a deadly weapon to create trade disturbance.

Well, they finally went, but before they got out they both went to the old man and claimed a repetition of the \$2,000 and \$1,000, respectively, that he had given them the year before, and that he might have given them again had they stayed.

The old man laughed at them.

"Why," said he, "I'll have you know that that was a free gift; you had no right to it by the way of salary at all."

Then they actually sued for it, as well as for the salary for the balance of the year. Later they withdrew the claim for the gift, but persisted in the salary suit, although the jobber clearly didn't owe it, for they had violated the contract.

And the jobber, generous, easy mark that he was, paid them their salary for the remainder of the year to keep out of annoying law suits.

Then they were actually loose from the old house, and started up for themselves.

The new firm started out at once to break their old employer's business. They went to the trade they had formerly sold for the old jobber and tried to get it for themselves, but they fell down right and left. They couldn't get it; they couldn't say anything against their former employer; his customers were satisfied; things began to look black.

Then they brought out the information regarding discounts they had stolen from the files and started to use that by way of revenge on their employer. His only fault, mind you, had been that he had treated them so well that he had swelled their heads and led them to steal from him. With this data they did a good deal of mischief. They went to John Jones & Co., who was getting 3 per cent. discount, and dropped him a tip that William A. Smith & Co. were getting 4. They did that everywhere they could.

As might be expected, this stirred things up rather badly, but the good point about it was that while it did the old jobber harm, it didn't do the two salesmen good, and for that the Lord be thanked.

Well, the new concern has gone to smash, and I for one will dance on its grave. I repeat what I said at the start—if any concern ever deserved to go ignominiously to the wall, this concern did, and it has gone, glory be to St. Patrick!—Stroller in Grocery World.

Dignity and Business.

There are a great many businesses which ought to be prosperous, but which are going down hill for the simple reason that those who conduct them are altogether too dignified.

It seems that when a firm has been in business about fifty years it begins to feel that the public owes it support, and that it is entitled to sit back and look dignified.

Many firms absolutely refuse to adopt modern advertising methods, simply on account of this ridiculous idea of dignity.

In these times if you want to prosper you have simply got to keep up to date.

People will not patronize a concern simply because it is fifty years old or one hundred years old.

They are going to patronize the store which gives them the best values for their money, and they insist on having the stores they patronize tell them what they have to sell and all about it.—Charles Austin Bates.

The Supreme Court of New Jersey has decided that the law does not require the street railway companies to give audible warning of the approach of their cars to children playing on the sidewalk. It is enough if the motorman makes every effort to arrest the motion of the car when such children rush from the sidewalk and run directly in front of the car.

Clothing

Fads and Fashions in Summer Clothing and Furnishings.

Since my last writing there is very little new to chronicle in regard to change in styles. In fact, from the first of June until the first of September, practically the same style of clothing is worn, excepting a few innovations that have a temporary popularity, for excessive popularity makes exclusive dressers drop a certain style that they have been advocating in favor of some other attire, that in many cases has not as many advantages to recommend it as the discarded article. I was speaking to a young man the other day who prided himself on being a good authority on the most correct dress for men. And to judge from the way he himself was arrayed, he had some justification for his belief. He is a thorough believer in fashion, and wants to be absolutely correct in every particular, up to the very latest minute. Here is where the trouble lies. A man purchases a certain article of dress, say a tie, that is exclusive, and looks well. It is liable to be imitated in a cheap make, and this art of imitation has become so well developed, that it is difficult in many cases to tell the difference, excepting by the wear, and so this wearer of exclusive clothes, who prides himself on wearing clothes only worn by the minority, will be chagrined to find every Tom, Dick and Harry wearing the same that he himself wears. The gentleman I referred to above says that he tries to get around this difficulty to some degree by attempting to be a little ahead of fashion, and in some cases even to set the fashions. He told me a tale, about setting a certain fashion, which, if it had materialized, might have wrought a revolution in evening dress. In other words, he believed that the state dress of the English ambassador was worth copying, and said that he was willing to enter the ball room attired in a black frock coat, silk-faced to the edge, black or white vest, short, black knickerbockers, black silk stockings and patent leather pumps.

Happily for his peace of mind, as well as the peace of mind of the spectators, his friends' nerve failed them at the last moment, and the revolution in men's evening dress never took place. No doubt such attire on a fine looking, well formed man would appear very effective, but I shudder to think how some of those specimens I see at the beach in summer, with fragile limbs, and ungraceful attitude would look in such a get-up. But when we come right down to facts, we wear clothes now that look as badly, and what is more important, are inconsistent to the time of year in which they are worn. How we laugh in our superior knowledge at all those little weaknesses of fashion that our predecessors affected, and I have no doubt that future generations will find a great many of our foibles of fashion a source of amusement to them. What a lot of discomfort a man must endure to be in style. Take the stiff collar, for an example, high and unyielding, only giving you relief when, on a hot day, it is wilted, and you get a moment's breathing spell when you change it for another stiff banded instrument of torture. What could surpass in coolness and looks, the soft, white neckerchief worn at the beginning of the century, and how many men are there who would have the courage at the present day to

brave ridicule for the sake of comfort, and appear on the street, immaculate and cool, with their necks enclosed in a loosely tied kerchief, above referred to.

And take man's summer headwear. How cool the white canvas, ventilated helmet is, is well known by those who have traveled in India and tropical countries, and the hat certainly bears comparison in looks with the straw hat, which as a hat to keep cool in, is a delusion and a snare, excepting those very expensive affairs, panamas and the like, which cost at least \$10 for one of even medium grade, and can be bought as high as \$100. And yet, our citizens swelter in straw hats, and it is a common sight to see a man walking along the street, carrying his straw hat in one hand, from the interior of which the perspiration actually drips, while in the other hand, his handkerchief finds a perpetual resting place, always ready to dry his moist forehead. Those light pearl alpines, with the wide brim, found a great deal of favor at the very beginning of the summer, as they had an informal summery appearance, and were likewise much cooler than the straw. But they were imitated and cheap grades came pouring into the market, so the natural result was, that they lost all favor with the best dressers, and that old favorite, the straw hat, still reign supreme. There has been a slowly but surely leaning of popularity towards the straw alpine since my last writing, and it would not surprise me in the least to see them extensively worn. I wonder if a man were found brave enough to wear that infinitely more cool piece of headwear, the ventilated canvas helmet, whether, after the fusillade of sneers and ridicule has passed, men would see its advantages, and adopt that style of hat. The trouble is that no man can be found with sufficient courage to be first in the field. To proceed in my endeavor to show how men, to a large degree, try to make themselves as uncomfortable as possible during the summer months, let us look at the question of shirts. I am not a crank who asserts that man displays no taste in dress, and that his ideas are deteriorating in regard to comfortable attire. I believe that a well-dressed summer man of today is a handsome sight, and that his clothing for the summer in a great many particulars, is cool, but I also contend that there are a number of improvements that would certainly make his appearance just as neat and tasty as before, and would enable him to enjoy a far greater degree of comfort.

The stiff-bosomed colored shirt is not nearly as popular during the summer as the negligee, and a negligee certainly is more comfortable, and what looks more stylish than a white negligee, pleated in front, providing the rest of the attire is "comme il faut." Now, let the sun set, and man go to some summer hop, and in a minute, his consistency vanishes. Although he dares to defy conventionality to a degree that will allow him to enter the ball room in a dinner coat, which is certainly more cool than full dress, with its long tailed accompaniment, his courage will not go further, and he does not dare to wear that pretty, white, tucked or pleated negligee shirt, which certainly looks as neat and dressy as a stiff shirt. Nevertheless, the slaves of fashion insist on wearing this abomination, no matter how warm the night may be, or how suffocating the atmosphere, so that it does not take very long before the wilted

bosoms of the shirts, as well as the sadly bedraggled collars, together with the natural exhaustion caused by the suffering that the wearers have to undergo, make the wearers look more like revolutionists than like the smiling fashion plates that they were only a short time before. But Mrs. Grundy says these stiff shirts must be worn at a ball and she is nearly always obeyed.

Peculiarity of the Pineapple.

The pineapple is said to have been a native of South America and some of the West India Islands, but it has now been introduced to many other countries, where the climate conditions are favorable to its growth. In this country its cultivation is confined to Florida. Pineapples do not bear long shipments, or even long keeping, very well, if they are allowed to approach ripeness before being gathered, while if plucked

too soon they are of inferior flavor and unsatisfactory in condition.

From a hygienic standpoint, it is doubtful if we have in the entire vegetable kingdom a more healthful fruit than the pineapple.

The sharp, penetrating, but wholly palatable acid of the juice has most valuable remedial qualities, and is especially efficacious in clearing the mouth, throat and stomach of morbid disorder. At the same time it stimulates digestion, and thus encourages the system to correct itself, without the aid of drugs and dosing. Many of nature's products—fruits and nuts—do this, but none in more marked degree or more efficiently than the pineapple.

Two Western men have designed an automatic irrigating machine, having a float to support an endless chain of carriers, which raise the water over the edge of the bank, power being obtained from a water wheel supported underneath the float.

All Around Satisfaction



In the buying and in the selling. The successful retail merchant realizes at a glance the advantage of securing a line of Men's Clothing that will not only bring him a legitimate profit, but will please his customers and make them come around for the same kind next season. That is the kind of "Correct Clothes" we make; watching every detail personally from the purchase of the materials until the garments are packed for shipment, we know every garment we turn out to be right in each and every respect. You can do without our line in the fall, but if you're looking for "better quality for less money," you can't afford to overlook it. We're showing Men's Overcoats at all prices ranging from

\$3 75 to \$16

Men's Suits from \$3 75 to \$14

Also a complete line of Children's Suits at popular prices.

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

Correct Clothes **Heavenrich Bros.** **Detroit Mich**
CHICAGO OFFICE, 412 Medina Temple.

Dress Coats of Duck

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

Michigan Clothing Co.,
Ionia, Mich.



Dry Goods

The Dry Goods Market.

Staple Cottons—The market for bleached cottons is just now quite irregular, but the nominal prices have not altered. Drills, ducks, brown osnaburgs, denims and other coarse colored cottons are quiet and unaltered. The situation has shown no change of consequence for several weeks.

Printed Cottons—There has been no material change with any of the printed cottons for the present. Most of the buyers show little desire for dark fancy calicoes, and orders are for very limited amounts. There are very small stocks reported to be on hand, and sellers are firm in every stand. Staple prints show an average business for all leading lines, and prices are firm. Printed napped goods are reported as generally steady, as are also gingham of all styles. In fact, the condition of printed goods remains practically the same as it was a week ago.

Dress Goods—The dress goods market continues very quiet. Aside from cashmeres and some other cotton warp goods, the market continues firm. On goods of the above character, buyers look for concessions. Goods on the order of venetians, broadcloths, etc., continue strong in price. Sackings are slow, as are also serges. The fancy end of the market continues very quiet, such orders as have come forward being small. Low-grade plaids have sold to a moderate extent. Jobbers are not yet doing much business, and consequently their purchases are very small. Preparations for spring are going on at the mills, everybody talking strongly on plain fabrics, and few having strong hopes for fancies, although there are those who hope for better things on the latter fabrics than have come to hand so far this season.

Flannels—Whatever may be said regarding prices and the extent to which manipulation has entered into the new spring lines, the fact cannot be gainsaid that manufacturers have gotten out some very handsomely styled fabrics; in checks, plaids and stripes, very pretty color combinations are shown, which should prove good sellers. The difficulty which is likely to confront the buyer is not likely to be in picking out of bright, snappy, up-to-date designs so much as in picking out the styles that strike him as being the handsomest from the multiplicity of striking effects. In no season in the history of the goods market has the progress in the art of designing and coloring been so strongly shown as this season. Even in the very low goods the sightliness of the same appears almost impossible to surpass. If styling will sell goods, manufacturers certainly deserve to do a brisk business.

Underwear—Fancy underwear is looked upon as a safe venture by the mills, even although the jobber hesitates. This summer has been a big one for nearly all modest, neat designs, but the vogue of such lines is so erratic that it is not a very safe speculation, especially after such a long run, until that variable-minded individual, Dame Fashion, has set her seal of approval upon it. Plain underwear will always be the thing for the finest trade, but medium and low-priced goods are expected to be wanted in a fair proportion of fancy colorings. Many of the importers have received all or a part of their goods, and the balance is reported

as on the way here. Importers of hosiery have nearly all returned from their foreign trips. They report the situation abroad as being very strong, and that prices will remain in the same firm condition as at present. The advances necessary on account of the cost of yarn are estimated to be from 20 to 30 per cent. There is some disappointment expressed over the heavyweight situation. The jobbers have not begun to place duplicate orders to any great extent, and the mills are getting a little anxious over it. There are two strong factors at work to make this condition as it is. One is the late time in disposing of summer stocks, and the other is the fact that in some sections of the country there were quite considerable stocks carried over. Buyers will probably look at the new spring goods some before deciding upon the balance of their winter goods.

Carpets—The wholesale trade in carpets has slacked off considerably since our last report, and salesmen have returned from the road. Mills making three-quarter goods are now busy filling orders, and at present are running full time. Some of the travelers have had excellent trips. There will be no job stocks on this line this season, as the largest Eastern mills, rather than collect a stock of goods and run the risk of having to sell them at job prices, will shut down their mills. The manufacturers of carpets can not make and sell their goods at lower than to-day's prices. They positively must hold prices firm, as a break in the market at the present time would result in some of the carpet manufacturers being swamped. Raw material and yarn are sold at such figures as to necessitate the present price of carpets and manufacturers selling at lower than present prices would be doing so at no profit or at a loss. There can not afford to be a break in the market at this time. Prices ruling to-day will, it is believed, at least hold good until the presidential election, and if the present policy continues, the manufacturers are very hopeful of future results, but if a change should be made, they will govern themselves accordingly. At the present time, if the manufacturers of 3-4 goods catch up with the market, and there is still a tendency toward an increase in the way of raw material, they will shut down their mills rather than sacrifice their woven fabric.

Iowa Apple Growers Need Rain. From the Davenport Democrat.

The next two or three weeks will tell what we are to have in the way of an apple crop in this country. The trees bore an ocean of blossoms and the fruit set well. Little apples were never more numerous on the trees of the orchards all over the apple producing part of the United States, but the dry weather that has been generally prevalent has been causing these little apples to fall off. They have been reported in various places as beginning to drop badly. There is not enough moisture to support the life of the trees and make a crop of fruit, too; so, being always in the right about these matters, the tree prefers to let go this year's crop rather than to let go of life altogether, and hence the apples fall. It is believed that if there is rain enough over the apple country by August 15, the dropping of the young fruit may be stopped, and if this is brought about there will be an apple crop, it is said, that will stand without a parallel for bounty.

If you don't make the best of your opportunities, they will probably get the better of you.

We carry a complete stock of

Untrimmed Straw Hats

For Ladies, Misses and Children, from \$2.00 per dozen upwards. We are also showing a large assortment of Ready-to-Wear Hats for Ladies, ranging in prices from \$9.00 to \$36.00 per dozen. Write for samples and prices.

Corl, Knott & Co.

Jobbers of Millinery
Grand Rapids, Michigan

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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Percales and Prints

PERCALES

Brandenberg Windsor

ROBES

Hamilton Patch Work Hamilton Twilled
Allen Twilled

PRINTS

Hamilton New Blue Hamilton Red
Windsor Epetant
American Blue American Black and White
American Grey
Simpson Grey Simpson Fancy

P. Steketee & Sons

Wholesale Dry Goods, Grand Rapids, Mich.

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.

BOUR'S COFFEES MAKE BUSINESS

Shoes and Leather

Window Display Adapted to the Midsummer Season.

These are the days when the windows should be filled with "cut-price" tickets; when good generous reductions are the order of the day; when straggling numbers should be whipped into line and the whole herd of summer footwear hurried out while the people still have use for them. July and August, somehow, seem to have become universally recognized as the months for sleep and rest, but while a certain diminution of business may naturally be expected there is no reason on earth for a total cessation of effort. On the contrary, now is the time for redoubled activity.

* * *

The main feature of midsummer decorating is to make an effort to overcome the air of sparsity and meagreness that is more than apt to get a hold on the store and stocks. People will naturally expect that stocks are thin; that assortments are low; that it will be difficult to find the thing desired. This very line of reasoning will cause them to become prejudiced even before they enter the store. In consequence it will frequently prove difficult to convince them that you have a suitable article even when the exact style asked for has been shown. Don't let anyone get the impression, from the appearance of your stock and displays, that you have almost run out of goods. Display as great a variety of styles in the windows and interior cases as you possibly can, or, if styles are running low, make up for it by displaying a greater number of any particular style of which you may still have a generous assortment.

* * *

Just because the weather is hot and trade seems inclined to go to sleep, don't take it as a signal for you to rest upon past efforts. Quite the contrary, your windows want to be just as fresh and clean as they were in May; your trims renewed with as much frequency as they will be next November.

* * *

If you haven't already begun your regular summer clearing sale you should begin a once, another month, and the effort will be useless. Don't expect to get much profit out of present day sales—simply try to close out doubtful numbers and get your money back on the goods still on hand. The window displays should be stocky displays—that is, plenty of styles or plenty of any given style. Fill the windows full; this is not a time for dainty displays, it is the impression of a still satisfactory quantity that you must now strive to make.

* * *

Have a price ticket on each pair of shoes in the window, giving its regular and present selling price and if practicable put the lot number of the shoe on the ticket so that the customer will have no trouble in designating the shoe desired.

Have all price tickets and display cards, both inside the store and window of a uniform color and have this color different from that usually used for that purpose. Yellow cardboard is a conspicuous color, although not particularly attractive. A certain shade of gray cardboard, with black lettering, shaded in white or white lettering shaded in black, makes a most pleasing effect.

Exercise as much care in executing these cards as you did in the dainty

creations for your opening Easter displays.

* * *

For interior displays and aids to quick selling you should arrange tables on which to display particular bargains; odd lots that are to be sold at a fixed price of any particular line of cheaper shoes. These tables should be of presentable appearance. It won't do to stick up a thing that looks like a butcher's meat block. If a regular complement of hardwood tables, with polished, varnished tops and nicked railings are not included in your store furniture you should make some effort to see that they are supplied. In the absence of these one can readily convert an ordinary plain wood table into a passably good-looking affair by covering the top with colored cotton flannel, cotton plush or felt. This is objectionable on account of its penchant for catching dust, but it is better than bare boards for temporary use. If possible, have your shoes sorted according to size as well as price (that is if variety will permit it), for this arrangement will save much time and annoyance in selling.

* * *

Dealers who have tried them are heartily in favor of shelf cartons. Every dealer knows how difficult it is to keep up appearances when stocks are selling fast or assortments running low, for every pair sold means a cavity in the shelving. This difficulty can be obviated by the use of the shelf carton. This is made of a color that will not easily soil. It is made slightly larger than the regular shoe carton so that this may be slipped inside and when the shoe is sold the original carton is slipped out, the shoe wrapped up in it and the shelf carton returned to stock. This preserves the uniformity of the shelves' appearance and avoids unsightly vacancies. The lid of the original carton is slipped onto the bottom when it is placed within the shelf carton so that there is only one lid to be removed when the shoes are displayed. The shelf carton has a little metal rack in which a card is slipped marked with the lot number, size, style, width and price, and when this pair of shoes is sold the card is simply removed, thereby showing that the contents have been sold without advertising the fact to the public.—Shoe and Leather Gazette.

All Have Been in the Same Boat.

It is the mistake of some men to become over-awed at the success that others have made. They see only the finished structure and think not of the hard work and years of waiting back of it all. Yet what one man has done others can do. The man who is starting out in business in a small way should remember that there is hardly a firm in the world who at the beginning was not in just the same boat as himself. There is still room at the top for the man who is willing to hustle to get there.

Watch the Other Fellow.

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

Clerkship Has Its Compensation.

Miss Streeter—I should think it would be horrid standing behind the counter all day.

Miss Kashkaller—Not nearly so bad as standing in front of it for only a little while. There are no bargain crowds on my side, you know.

--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.

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.



The German Cobbler Has a Few More Troubles.

I vhas puting some cement patch on a shoe for feefteen cents when dot little tailor calls at my shop und looks all around und says:

"Hans, where vhas der crowd?"
"Only two peoples comes in to-day," I says.

"In der poorhouse."
"Where vhas der peesness?"
"Look here, my frendt," he says, "if you took my advice you vhas all right. Der trubbles mit you vhas dot you don't understand der peoples in dis country. Shust you come by my tailor shop, und you vhill see dwenty customers. It vhas all in knowing how. Let me gif you some pointers. Put on your Sunday clothes and go down by der City Hall."

"How shall dot help my peesness?"
"Dot vhas my pointed. You must go und look at some pianos und iceboxes und new furniture und say to dose men dot you vhas a cobbler. If dey shall gif you some cobblering, you shall buy your goods of dem. One hand shall wash dot odder. If dey see some cobbler walking around mit his good clothes on dey shall belief he vhas rich und keeps fife men in his shop. Dot vhas how I built oop my tailor shop. When I don't haf fife dollar in my pocket people belief dot I vhas booming."

Vhell, dot looks all right to me und my wife, und I put on my black suit und take a walk. By and by I comes by a piano store und goes in. Dot man bows und shmiles und rubs his hands, und he vhas der sheapest piano house in der world. He shows me ten pianos, und I says to him:

"I like to ask my wife first. Maybe we shall take eight pianos und mebbe only seven, but if you want some patches on your shoes or lifts on your heels you come by my shop. My prices vhas low und my work good, und I talk some politics vible you wait."

"I don't like some shokes," says dot man as he looks mad. "If you don't vwant some pianos, why you come in here und take oop my time? Maybe you vhas looking for a mouth organ at fife cents!"

"I vhas peesness," I says, "I like to do some peesness mit some peesness men. You come by me for cobblering und I come by you for pianos."

He says my frendts better put me in some crazy house before I do damage, und when I goes outder door he won't speak nor ask me to call again. I vhas discouraged, but I goes down der street to a hardware store und looks at some refrigerators.

"She vhas der best in der world," says der man ash he comes oop. "You can put some onions und milk in dot box together, und dey shan't shmell of each odder. He vhas b ass hinges outside und der Arctic Ocean inside, und your ice bill vhas only ten cents a week. If you vwant a bargain, here she vhas. I knock der price down from \$10 to \$8.50 to close out."

"Vhell, maybe I like to buy feefteen refrigerators," I says.
"Feefteen! Den dot price vhas reduced to \$8.49 apiece. Vhas you building feefteen new flats?"

"Oh, no. I vhas der German cobbler, you know, und I vhas looking around a leetle. If you do peesness mit me I shall mit you. I can put some new soles on your shoes for seexty cents."

"But did you want some refrigerators to-day?"

"Did you want some new soles?"
"Look here, Dutchman," he says, "I don't like somebody to come fooling around und make some monkeys of me. Dot vhas der Diamond refrigerator. Do you like to buy him or not?"
"Do you like some of my Ruby cement patches or Pearl soles on your shoes?"

He don't answer me. He takes me by der arm und leads me to der door, und pooty queek I vhas outd. I belief I had better go home und dot little tailor vhas all wrong, but I finally make oop my mind to try again. I goes by an undertaker shop, und he meets me at der dor und looks sad und says:

"My frendt, vhalik right in. I vhas

sorry for you, but death must come to all. When we belief we vhas in life, we vhas dead. Vhas dot loved und lost one your wife?"

"Not to-day," I says.
"Den it vhas a noble son or a loving daughter?"

"I don't haf some."
"Vhell, whom hath death snatched from your grief-stricken fireside?"

"Nopody, I shust look around a leetle in a peesness vhay. I vhas a cobbler. If you hall get your work don by me, I shall buy coffins of you. How much vhas it if I buy ten at one time?"
"Und do you come in here to insult me?" says dot undertaker as he gets mad.

"Of course not. I like to build oop my cobblering shop. I can put some lifts on your heels for dhirty cents, und if you vhas bowlegged I can—"

"Go outd by dot door!" he yells at me, und I belief if I don't be outd in one minute he vhill boot me.

It looks to me ash if dot tailor fools me, und I vhas going home when I meets a real estate office und I belief I shall try once more. Dot man he has ten houses for sale und twenty to rent, und I says to him:

"Maype I like to buy a house for \$40,000."

"I shall sell you a palace for dot," he says ash he shakes hands. "Do you like a house on a hill mit forty rooms und a basement?"

"I belief I do."

"How mooch you like to pay down?"
"I can't say. I like to talk peesness mit you. If you come by my cobbler shop for repairs I shall buy my houses und lots of you. Do you like cement patches on a shoe, or shall I sew him on?"

"I vhill put some patches on you if you don't go outd!" he shouts, und he don't let me sphreak to him again before I vhas on der sidevalk.

I goes home und takes off my Sunday clothes, und pooty queek dot little tailor comes in und says:

"Vhell, Hans, vhas he all right? Do you scare oop some peesness?" I tells him how it vhas by pianos und refrigerators und undertakers und real estate, und he looks solemn und shakes his head, und says:

"Somet'ings vhas wrong, Hans—somet'ings vhas wrong. I belief you shall get a 'tousand dollars' worth of peesness, but you don't get a cent."

"But how shall I do now?"

"I guess you shall keep quiet und sthay by der shop. I see now it vhas deeferent. You don't look some peesness about you, und nopody beliefs you vhas a candidate for aldermans or haf a pull by der poles force. I vhas sorry for you, Hans, but we can't all be some little tailors und clean und press suits for 75 cents und be in der shwim."

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

At the Boarding House.

The conversation had assumed a literary vein when the dressmaker entered. The drug clerk, wishing to draw her into the discussion, asked: "What do you think of 'Excelsior,' Miss Stitcher?"
"Oh, my," she said; "excelsior is out of date long ago. Braided wire is the favorite now."

As no one knew who wrote "Braided Wire," the conversation went back to "Quo Vadis."

Few men are brilliant enough to make it necessary to use smoked glass while looking at them.

One little word may make a new friendship or break an old one.

==OUR DIAMOND DUCK BOOT==

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

\$4.50 list.

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

\$4.35 list.

Send for Catalogues.

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

Headquarters for Rubbers:

Americans, Candeas, Woonsockets, Paras, Federals, Rhode Islands and Colonials.



Made Right
Wear Right
Look Right

Three essential qualities that make our

Leather Top
Rubbers

stand first in the scale of excellence. . . .

Herold-Bertsch Shoe Co.

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



What are the Keystones?

Ask
our
Agents



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

ESTABLISHED 1868

H. M. REYNOLDS & SON
Galvanized Iron Cornice and Skylights, Tanners 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.

Village Improvement

The Necessity for Improving Home Grounds.

Before any work can be taken hold of in earnest, in a way that insures success, there must be a realization of its advisability or necessity. That the spirit shall be willing is of vital importance in the accomplishment of most undertakings. But argument to prove the necessity for decorative planting around dwellings would seem superfluous—to say nothing of proof of the necessity for a wider knowledge of what constitutes good planting. On every side the eyes are offended by door yards littered with all manner of unsightly if not actually offensive objects, as well as by barren door yards where life goes on in full view of an entire neighborhood to the direct result of a dulled sense of modesty in children and youth, and a general and pitiful hardening in both youth and adults of a sense of what home life should be. Such homes are not home-like, and without that subtle quality, there is no home—nothing but a place to stay.

In the light of these undeniable facts, restricted as their evidence is to no particular quarter, but cropping out in one form or another in expected and unexpected places, one questions if there is a more tangibly necessary work to be found than bettering the every day surroundings of the people. Indeed, it seems reasonable to conclude that the smaller the grounds and the means, the greater the need for thought and care in designing exterior decorations.

Every door yard may be made to yield results that an artist might choose as the subject for a painting, yet how infrequently is there any evidence of design, of purpose, in the arrangement of the trees and shrubs around dwellings.

Inside of homes it is different. Most housewives know, for instance, that a fireplace is the natural, central idea of a house or of a room, and that other things should be arranged in relation to it; that walls, floors and ceilings bear a certain relation to each other and that in consequence, carpets should be darker than walls and ceilings lighter than either if a restful balance is to be preserved, etc., etc. The household goods are distributed with a very definite knowledge of what is desirable, and there is a good sound reason for the placing of every article.

No sooner, however, is the outside of the door reached when reasons, if not reason, take flight. It must be so, for plants of all kinds and sizes are scattered about as though dropped by chance, the result being, that after a few years good views are obliterated and unsightly spots exposed by well grown but badly placed plants.

There are certain parts of the home grounds that should be sheltered from public view. It is both seemly and convenient for the residents to have the partial shelter and seclusion that carefully planned planting alone can satisfactorily furnish; and it is equally agreeable to neighbors and to the passing public to have certain parts of the grounds so screened.

It is quite feasible to so group shrubbery that unpleasant views shall be shut off from one's own or from neighboring windows; to throw out a pretty, protecting, skirmish line of shrubs along the exposed side of a walk or path to outbuildings; or to make a division of growing greenery between the front and

the rear parts of the garden—a division that melts into the ornamental on one side and into the practical on the other. In short, the garment of verdure that we speak of as ornamental planting may be varied to meet the exigencies of any situation. The important thing is a realization of its necessity. At present, too often the house "goes bare," or is provided with a badly-fitting, poorly-fashioned dress suggestive of the old-clothes man.

After making sure of well-proportioned masses of foliage that are effective as a whole, it is perfectly legitimate to select material for its composition that, while suited to the conditions, shall supply a succession of bloom through spring, summer and early fall, charming autumn color schemes, and even pleasing winter effects. Robinson says: "All hardy plants will be found to have the best effect when planted in an informal manner—not higgledy-piggledy; that is the reverse of Nature's arrangement, but in bold groups and broad colonies with some stragglers detached from the principal groups," and again, "always choose for the conspicuous group plants that remain in flower for a considerable time, and subordinate those whose blooming period is short." These general rules hold good for small grounds where individual, specimen plants take the place of "groups."—Frances Copley Seavey in Park and Cemetery.

Why It Pays To Grant Concessions To Salespeople.

A retailer in this state writes us, asking whether salesmen should be allowed to have goods at cost, or, if not, what discount should be given. This question is somewhat more important than it might appear on the surface. If a well-pleased customer is the best advertisement, the good word of each employee is no less important. The influence which the salespeople may exert, through their families and other acquaintances, can not readily be calculated. Hence, it is very important that employees should be so treated that they will give their concern the name of being generous and broad-gauge, while, conversely, much harm may be done to a store in having its salespeople and other employees constantly creating the impression that they are treated with harshness and injustice.

This is one reason why it pays to give some concession to the salespeople and the advisability of pursuing this plan is illustrated by the fact that nearly all stores do give a discount to their employees, although there is one in New York which has cut off discounts of every kind whatever and will not abate the regular price in the slightest degree to its employees. But, as said before, this house is an exception.

The rate of discount which should be granted is another important matter. Of course, goods should not be sold to the salespeople at cost. There should be added all the expenses of doing business. It would be feasible to allow employees to buy goods at what they cost the house, plus 15 per cent. This plan, however, has the objection of "giving away" not only the cost of the goods, but the cost of doing business. A better plan is to give a discount.

Just what that discount should be will vary to some extent. One house in Brooklyn gives its employees a discount of 6 per cent., as its profits are not large enough. We should say that any house would be able to give 6 per cent. and most houses could probably give 10 per cent. to their employees.—Dry Goods Economist.

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.

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.

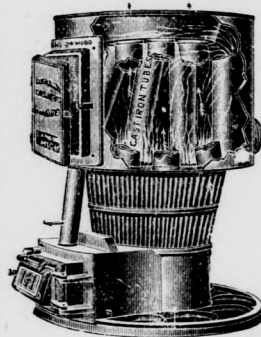
GRAND RAPIDS GAS LIGHT CO.,
Grand Rapids, Mich.

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

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

Here It Is!

The Holmes Generator



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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

LESS THAN HALF.

Bicycle Trust Output Only Forty Per Cent. of Total.

Estimating outputs is not the simple task it seems. The average manufacturer rightly considers the volume of his production to be in the nature of a business secret and is not prone to make it public property; it is only by putting two and two together that the output of the industry can be approximated; it is rare that the figures pertaining to any industry are available to the press, and newspaper estimates, are, as a rule, mere approximates, with working room at one end or the other, or both.

To approximate the output of bicycles for 1900 has been even more difficult than was the case with the production of former years. The game of open and shut, which the Trust has pursued, has made it hard to arrive at anything like a reasonably fair estimate. One thing only was certain: that, generally speaking, the Trust factories were making fewer bicycles than formerly, many of them working merely to clear up stock on hand preparatory to indefinite shut-downs.

What this shrinkage amounted to none can tell, and while it is certain that the Trust has still a considerable stock on hand, for the purpose of approximating the year's output the volume of its sales may be accepted as a basis. According to a director, who was not talking for publication, the Trust has sold this season 300,000 bicycles—"and made money," he added. According to this same source, it will make fewer for 1901, and still fewer for the following year; a shrinkage is anticipated and the money will be made, as he stated, by drastic retrenchments in selling expenses—the lopping off of sales departments being clearly indicated. With its output shrunken to about 200,000 bicycles, it may be readily seen that the report that is current to the effect that the Trust will ultimately concentrate bicycle manufacture in two of its factories is not so wild or so wide of the mark as it may appear to be. This, however, is merely incidental.

With thirty-three bicycle factories under its wing, twenty-three of which have contributed in some degree to this year's output, on the 300,000 basis, the plants have averaged but 13,000 bicycles each. Of course, not all of the twenty-three have been pushed and many have been worked merely to clear up stock on hand, but however one figures it, the director's statement makes plain that the Trust's retrenchment has been even more sweeping than generally supposed or that the stock on hand is considerable in extent.

When the Trust published its prospectus it estimated its output for 1899 at 841,000 bicycles. It was considered an inflated figure, but after making due allowances it is easy to obtain an idea of the shrinkage of the twelve-month and of the manner in which the independent manufacturers have cut into the Trust's trade.

Opposed to the Trust are some seventy independent manufacturers of more or less magnitude. Of those that have advertised for general trade and that are not of mere neighborhood character are the following: Iver Johnson, Pierce, Dayton, Orient, Rochester, National, Eagle, Racycle, Yale, Snell, National Sewing Machine, Frazer & Jones, Remington, Record, Bean-Chamberlin, Arcade, Great Western, Gendron, Wisconsin, Snyder, Patee, Hendee, Seymour,

Frontenac, Reading Standard, March-Davis, Fowler, Andrae, Keating, Liberty, Leroy, Union, Demorest, Day-cycle, Packer, National-American, McKee & Harrington, Wolff, Falcon, Toledo Metal Wheel, Outing, Soudan, Ariel, Hoffman, Globe, Temple, Olive, Quaker, Manson, Thomas, Trinity, Warwick, Marion, Hengerer, Arnold-Schwinn, Acme, Rollins, Norwood, Vanguard, Konigsnow, Light, Huntington—sixty-three in all.

Of these, several are known to have produced between 20,000 and 30,000 bicycles and more of them between 20,000 and 10,000. Fifteen, at least, have accounted for at least 225,000 bicycles, an average of 15,000 each. Some of the remaining forty-eight have made and sold more bicycles than is generally supposed, and, this considered, it is fairly safe to credit all with an average of say, 3,200 bicycles each, or a total in round figures of 150,000—a total independent production of 375,000, which gives the color of full truth to the Trust's director's statement.

To this must be added the "neighborhood factories" turning out anywhere

from 500 to 1,500 machines, and the army of local assemblers who, together, will account for at least 150,000 more.

Summarized, the result is as follows:

23 Trust plants.....	300,000
63 Independents.....	375,000
X Assemblers.....	150,000
Total output.....	825,000

It is possible that the assembler, who is usually figured too small in estimating production, may have accounted for 25,000 or more bicycles than he is here credited with, but making all due allowances the output for the year 1900 may be with reasonable safety approximated at 850,000 bicycles. With the year's exports approximating \$3,500,000, or say 125,000 bicycles, the "home consumption" was about 700,000.

These figures will go far toward settling the much-discussed subject as to the proportion of trade controlled by the Trust, which a recent visitor assured the press on his return to England was 75 or 80 per cent. of the total production; he said that the former figure had been given him by a Trust official, the latter by an "independent." If 75 per cent. was right, the "independents" having produced 525,000 bicycles, the

total production would have been 2,100,000, and the Trust made 1,575,000 of them which none in the trade will believe for an instant.

There is a very simple rule for finding the average number of years which persons of any great age may expect to live. If the present age be deducted from eighty, two-thirds of the remainder is the answer required. The result is not absolutely accurate, but it is near enough. For instance, a man aged 20 might, by this rule, expect to live forty years longer, which is just what the latest actuarial tables give. At 40 the expectation of life works out at nearly 27 years, while the tables give it as over 25 years. At 60, the above rule allows just over thirteen years, and the tables show a little less.

Too many shippers make the mistake of shipping too many fowls in a coop during the summer season. While the weather is hot it is always expedient to allow chickens plenty of room, and not to crowd them as much as might be done with safety in the winter. Coops of chickens are being received in all the principal markets to-day which contain numbers of dead fowls as the result of overcrowding.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk.

ROWLAND COX,

Complainant's Solicitor.

Hardware

Wherein Organization Can Benefit the Hardware Dealer.*

In the days of our youth we were taught that the Garden of Eden was on the Euphrates, that the earth was about six thousand years old, and that there were three learned professions which were represented in solemn pomp by our ministers, our lawyers and our doctors, in the order named.

To-day you suspect old mother earth of being several millions years along in life; you incline perhaps to the belief that Eden may have been in Java, and you find the gentlemen representing those three professions dressed without distinctive signs of their calling, "hail fellows well met," and admitting "there are others."

In countless ways ideas accepted by the world in our younger days are discarded now. What we believed in then, or what we believe in now, may either or both be illusions, but in the practical matters of life it behooves one to be abreast of the times. We must not refuse to use the telephone just because our grandfathers never used it.

In the business world there are men to-day who do not see the use or value of organizing with other men in the same business, of associations for their mutual protection, and for the advancement of their own interest just because those associations did not seem to be necessary in times gone by. They are waiting for good crops with abnormally high prices or for a change in the political party in power, or for that new railroad to bring their trade back to its former easy going prosperity, but they will wait in vain. Twenty-five years ago when the hardware dealer from the Mississippi valley went to visit in New England he compared the rushing trade in his own store with the slow-going business of his Eastern friend. He smiled perhaps at the little devices that he saw for gaining customers at the five cent counter and the penny business. Now that the "West" has moved on hundreds of miles beyond him he finds his trade growing more and more like that of his New England brother, with the additional menace of the department store and the catalogue house.

He now knows that his large sales in those good old days were not due so much to his superb energy and the tremendous buying capacity of his customers which he had supposed was as much an enduring part of the "West" as was its geography, but was due to conditions which exist but once in the history of our land, and which have now passed forever.

His whole state in those days had not the population that now dwells within its largest city, but the railroad, steamboat and the prairie schooner were bringing in a multitude of customers every day. The emigrant, dissatisfied with his Eastern environment, and the fair-haired sons of Northern Europe, who were passing beyond the outposts of our civilization to found new homes, had the primitive wants of the pioneer, and a simple stock could supply them. Locks, nails, hinges, cooking utensils, a few tools and a small assortment of cutlery made a hardware store in those days.

Competition among buyers was greater than among the sellers, and the dealer faced but few of the complex problems of to-day. He bought but few

kinds of goods, and he merely had to see that he did not get beaten out of the pay for them. The selling took care of itself.

To day he is obliged to carry a multitude of lines that were undreamed of then, and he finds that department stores, by dint of advertising and use of the latter day cheap, quick transportation are depriving him of his best trade and making his store a place for people to buy only such goods as the department stores do not care to keep, which are goods of but little profit to the dealer but which nevertheless may be of supreme necessity to the customer.

We are continually hearing about organizations and unions being the order of the day, as if it were some new idea. It is as old as history. The evil to be guarded against is the only novelty. We are simply proceeding along well established routes, and developing prehistoric ideas in conformity with modern conditions. The isolated individual frequently finds himself in the position of not being able to cope successfully with conditions that jeopardize his safety or his well being, and he finds these conditions changing according to the age in which he lives. In a primitive state the one thing aimed at was to secure personal safety from savage beasts, and so he formed an association of lake dwellers, whose houses perched on piles, composed a village where all could dwell securely.

As the wild beasts disappeared danger to the individual came from other men and those associations became tribes and finally walled cities were built to withstand outside invasion.

We have wars to-day, but ours is a commercial age and war is seldom known unless to gain commercial ends.

Commercial strife, however, is almost as bitter as military strife on the field of battle. We are entitled to "life, liberty and the pursuit of happiness," and the courts protect us, but when it comes to the pursuit of wealth the battle seems to be with the strong, and so our various modern trade and business organizations have come into being and the weakness, the fallability of the individual becomes the strength and power of the union.

The most difficult idea for a man to comprehend in the retail trade is that the resistless force and terrific results of competition are general and widespread. Unless he will look about and study its effects in other localities he will be apt to feel that he alone is facing the brunt of it and that he alone is the special target for the slings and arrows of misfortune. If he will investigate he will find that competition is everywhere to-day. He will find it in its greatest force where modern business facilities exist in greatest perfection. He will also find that it is not a century old, but that it came into existence with the introduction of power machinery, by means of which overproduction is so easily brought about. When he sees the results of the so-called cut-throat competition he begins to doubt the truth of the maxim which he heard in childhood, "Competition is the life of trade."

He sees that the modern trade appliances, the railroad, the steamship, the telegraph and the telephone, working together with power machinery, allow the quick massing of merchandise under the most favorable circumstances, and he finds that goods are gladly sold at almost any profit so surely, quickly and accurately can they be replaced.

In addition to his strong local competition he finds the mail, the express and the cheap fast freight, delivering goods from the department stores, catalogue houses and the retailing jobbers to his own customers. Recognizing the fact that the time was ripe for Minnesota hardware dealers to join forces for self protection, Chas. F. Ladner, of St. Cloud, at the expense of a good deal of time and money, got a number of hardware retailers together in 1897 in St. Paul and an organization was perfected. We had that first year somewhere about one hundred members, but thanks to the untiring energy of men like Ladner and our president, Mr. James O'Brien, of Crookston, coupled with the aid of an extremely competent secretary, we are now, in our third year, about five hundred strong and growing. We found so many matters that militated against our success at the start that we would never have made any headway but for the energy and ability of these men. Most men expect to accomplish a lot of reforms at once and if they don't succeed along the whole line they want to drop the matter. There is a class, also, who are willing to belong to such an institution but expect the "other fellow" to do all the work while they stand back and criticize. Here, again, we have been fortunate, both in our officers and in our membership. We all know that "Rome was not built in a day," and we can see such progress now that we feel sure of ultimate success, when our body has a greater membership and we secure the co-operation of other states.

When that time comes we shall have influence enough to enforce all legitimate demands and we believe from the growing enthusiasm in our own and in other states, that that time is not far distant. The report of our secretary in 1898 shows that our local jobbers claimed that there were 2,500 dealers selling hardware in the state, which means that 2,500 firms or persons were regularly trading with them and receiving their circulars; upon investigation he found that their list included "well diggers, tin shops, blacksmiths, repair men, junk shops and supply houses" and that there were but 1,300 retail

hardware dealers instead of 2,500. This cut off nearly half the number of customers which the Twin City and Duluth jobbers had in Minnesota and these jobbers, probably realizing that our success was their success and not being over-cheerful in regard to the extraordinary growth of the supply houses which they had helped build up but which now buy direct from the factories, and from the further fact that we had an aggressive organization, promised not to retail any more and not to sell to the supply houses.

These promises have been kept. The only troubles we now have with jobbers are those from outside the state, and as they learn that we are watching them they also fall in line. Our secretary wrote to about 400 firms and manufacturers outside our state who sell goods to us, stating the object of our organization, and we have secured the co-operation of a large number of them. An instance of a matter under consideration at our last meeting will show what we have to contend with. A jobber known as "favorable" and who does a large business in our state, doing business we will say in Chicago, sold 500 White Mountain freezers to a department store in Minneapolis for direct shipment. Now, the White Mountain people are friendly to us and would not knowingly ship goods to that department store, so the Chicago jobber had them shipped to "J. F." or some other initials which were not the initials of the Minneapolis firm. Our secretary became informed of the transaction and we will know the result of his correspondence with the Chicago firm when the next "pink list" is issued. If the firm is reported "unfavorable" they will wish they had never sold those freezers.

There has been a time in Minnesota when nearly every consumer who was so inclined bought of the jobbers. If any repair man wanted fifty feet of wire screen he wouldn't pay the dealer a half cent profit. He sent to a jobber and bought it. When he figured his freight he had perhaps paid more than that, but he had the satisfaction of knowing that he had bought it "at wholesale," and he was continually trying not to

Ice Cream Freezers



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

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

*Paper read before Michigan Hardware Association by E. H. Loyhed, of Faribault, Minn.

trade at home where he earned his living. No one blames the jobber. Present conditions were of slow growth. When he first started he sold only to retailers but competition became stronger and stronger and he finally sold to these people, not so much because he wanted to, but because his competitor would if he did not. When an organization such as ours insisted that he should stop that kind of business he was no doubt glad to do so. It is different with the supply house. The supply house is practically a creation of the jobber and the jobber didn't know what he was doing when he created it. He thought it was a very nice thing when the buyer from a supply house came in every morning with a constantly increasing list of wants and paid the cash, but he overlooked the fact that his retail customers were therefore being prevented from selling these same goods. When the supply house got big enough to buy from his factories and in as great or greater quantities he suddenly discovered that his retail trade was not selling as many of these same goods as formerly, and by the same token he wasn't either.

Now he wants the retailer to help him out and the retailer will do it if the jobber won't retail or sell sort up orders to the supply house. The interests of the wholesaler and retailer are reciprocal.

In a letter lately received from our secretary he says: "The growth of our Association, in my opinion, can be attributed to the advanced stand taken when our resolutions were adopted." To this we have adhered not only to the letter of the law, but to its spirit as well. We have no half way station anywhere along the line and we make no compromises with any violators of these resolutions under any circumstances whatever.

Those not with us we give the benefit of the doubt of being against us and act accordingly. We are the only hardware association that issues a "pink list," or in other words, a list of jobbers and manufacturers who seek the trade in our state, wherein they are reported favorable or unfavorable to our Association work.

The manufacturers of a refrigerator may think it is all right to round out a trip through Michigan by selling a catalogue house a carload or two at a much less price than you paid in order to dispose of his surplus, you know, but if your secretary should write him a polite note, calling his attention to a few matters and would also write the Minnesota secretary, for instance, the refrigerator man would think twice before he again disposed of his surplus. It is not pleasant for a manufacturer or a jobber to be on the "pink list" of a state wherein he desires trade.

Our Association is asking nothing unreasonable. The hardware business is peculiar in that it has to do with so many necessities that are valueless unless some one actually needs them, and so many goods which can not be used as substitutes, so many goods, too, whose profit will not pay the interest on the investment, so seldom are they called for, but which the dealer finds he must carry. This class of goods, while of special convenience to the customer, is never carried by the supply house or department store. If a customer wants a bolt or an odd sized screw he can not substitute a clothes wringer or a pitchfork. The hardware store is an accommodation to the customer as well as the customer to the hardware store. He may go without a new piano or that new carpet he was expecting to buy, but if the plunger breaks in the cistern pump, or the catalogue house did not send the screws with his barn door track it is very handy to be able to step into the hardware store and get them, but just the same the hardware man must have some of the trade in the more important lines or he won't be here to supply the pump plunger and the track screws. A man can't live by selling only nails, barbed wire and emergency repairs.

The catalogue house does nothing to support your home town. If there is a fair to be gotten up or a celebration of any kind you contribute. If there is a church to be built within trading distance you subscribe, and if some poor fellow is injured or dies leaving an impoverished family you add your mite.

Your advertisement in your local papers costs you several hundred dollars a year. The assessor can find your stock and you pay more taxes in proportion to your wealth than anyone except your brother storekeepers. Finally there will come a day when the local undertaker and the livery man will turn an honest penny because you have been living in the town. Living and dying you spend your money there. These various contributions, voluntary or involuntary, on your part are avoided by the non-resident supply house. There is one thing certain, the manufacturer and the jobber can not continue selling the retail supply house at less prices than they sell the regular trade and expect to have any regular trade left.

The jobber is evidently about satisfied that there is nothing in it for him to continue so doing and the question is now up to the manufacturer, and when he considers the dictatorial attitude of these modern Molochs he will find but little pleasure in the reminiscence. What has caused the tremendous increase in the catalogue house, fair stores, or whatever we may choose to call them? Is it because they sell cheaper than others? If so, how can we account for the sudden riches and the marvelous prosperity of their owners? It would seem as though they have used a larger part of the hardware line to make leaders of and have sold the remainder of their stock at about such prices as they choose to ask. They have hypnotized the man they buy of and the woman they sell to and realize the gambler's maxim that "there is a sucker born every minute." 'Tis distance robs the mountain in its azure hue.

The frugal housewife scans the Sunday advertisement and on Monday hastens hot foot for a bargain in base burners. She doesn't enquire prices at her home store, because she knows from the wording of the advertisement and from the beautiful cut of the stove that she can buy in the city much cheaper than she can at home from the man who patronizes her husband.

When the stove arrives the trouble begins. It must be blacked, put together and set up. This is where her husband gains a bit of experience. When the stove is at last set up he feels as though he had earned rather more than the imaginary sum his wife had saved on her purchase, besides feeling that it was very fortunate that he could drop into the local dealer's and buy the damper, the coal hod or the taper joint, that the city dealer didn't send and he will frequently wonder if he has jeopardized his chance for peace beyond the grave by his remarks when he was setting up that stove. You must often sell "on trial," or guarantee or some foolishness of that sort. The catalogue house never does. You may try to get \$30 for a thresher belt that you warrant. Your friend who wants one reads in the paper that Smith's Supply House will sell him one for \$28.00. He sends in his money with his order. In three days the belt comes to pieces. In response to his written protest to the house he receives some beautiful words of sympathy and an offer to ship another belt on receipt of another \$28.00. He will probably buy no more belts of that house, but he figures to get even by buying something else. So after studying the catalogue with great care he sends in eleven dollars and ninety-nine cents for a seventy-five dollar fiddle. It is about useless to attack this evil by educating the customer. He is too numerous. He is the same man who buys wheat options, green goods, gold bricks and Belgian hares. We must get at the jobber and the manufacturer who sell these concerns. Let them choose between the supply house and the retail hardware dealer and let the various hardware associations see that they live up to their promises.

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.....	70
Plow.....	50

Buckets

Well, plain.....	\$4 00
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Butts, Cast

Cast Loose Pin, figured.....	65
Wrought Narrow.....	60

Cartridges

Rim Fire.....	40&10
Central Fire.....	20

Chain

Com.....	8 c.	7 c.	6 c.	6 c.
BB.....	9	7 1/2	6 1/2	6 1/2
BBB.....	9 1/2	8 1/4	7 1/2	7 1/4

Crowbars

Cast Steel, per lb.....	6
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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.....	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
Discount, 65 10.....	17

Gauges

Stanley Rule and Level Co.'s.....	60&10
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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
Yerkes & Plumb's.....	40&10
Mason's Solid Cast Steel.....	30c list

Hinges

Gate, Clark's 1, 2, 3.....	60&10
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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 Fount.....	6 00

Levels

Stanley Rule and Level Co.'s.....	dis
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Mattocks

Adze Eye.....	\$17 00..dis
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Metals—Zinc

600 pound casks.....	7 1/4
Per pound.....	8

Miscellaneous

Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	80
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

Molasses Gates

Stebbins' Pattern.....	60&10
Enterprise, self-measuring.....	30

Pans

Fry, Acme.....	60&10&10
Common, polished.....	70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27.....	10 75
"B" Wood's patent planished, Nos. 25 to 27.....	9 75
Broken packages 1/4c per pound extra.....	

Planes

Ohio Tool Co.'s, fancy.....	50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	50
Bench, first quality.....	50

Nails

Advance over base, on both Steel and Wire.

Steel nails, base.....	2 60
Wire nails, base.....	2 60
20 to 60 advance.....	Base
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.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

Rivets

Iron and Tinned.....	50
Copper Rivets and Burs.....	45

Roofing Plates

14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, 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 1/2

Sand Paper

List acct. 19, '86.....	dis
	50

Sash Weights

Solid Eyes, per ton.....	25 00
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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.....	dis	40
Loaded with Nitro Powder.....	dis	40&10

Shot

Drop.....	1 50
B B and Buck.....	1 75

Shovels and Spades

First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10

Solder

1/2 @ 1/2.....	21
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
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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
Onelda Community, Newhouse's.....	40&10
Onelda Community, Hawley & Norton's.....	65&16
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25

Wire

Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	3 20
Barbed Fence, Painted.....	2 90

Wire Goods

Bright.....	75
Screw Eyes.....	75
Hooks.....	75
Gate Hooks and Eyes.....	75

Wrenches

Baxter's Adjustable, Nickle.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.. 70&10.....	

Aluminum Money

Will Increase Your Business.



Cheap and Effective.

Send for samples 2nd prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

The Meat Market

The Belgian Hare Industry.

The American people will always eat good, sweet, clean meat; the Belgian thoroughbred hare, properly cooked, is one of the cleanest, purest, most palatable meats in existence. A hundred pounds of hare meat can be produced cheaper than the same amount of beef. The cattle business requires capital and patient waiting two or three years for stock to arrive at marketable age, while the Belgian hare industry can be pursued by people practically without capital, and with the certainty of being able to market stock in five or six months. Besides, a Belgian doe will produce five times as much meat as a cow in a year.

It is very common to hear people trying to discourage the Belgian hare business by saying it will soon be overdone. Is the chicken or cattle business overdone? Think of it: If the people of Chicago, with its population of a million and a half, should eat nothing but Belgian hare meat for one single day, there wouldn't be a Belgian hare left this side of the Atlantic. It is the sheerest nonsense for people to talk of the business being overdone, when as yet the demand for the animals for breeding purposes is so great. The industry will adjust itself to the conditions of the market, when people get down to raising the Belgian for food.

G. S. Trowbridge.

Says Raw Beef Will Cure Consumption.

Raw meat as a cure as well as a preventive of tuberculosis is being advocated by eminent doctors of Paris, who have been experimenting with animals. Dr. Richet, who has been active in this work, has just communicated to the Biological Society an account of these experiments. He says that out of a lot of twenty-four dogs tuberculized nine months previously, the only survivors were two which had been fed on raw meat, and these are large and in perfect health. Out of another lot of dogs, also inoculated with tuberculosis products, one only, fed exclusively with raw meat, survived and continued in good condition, whereas the others died within five months.

The juice of raw meat, says the French physician, acts in the same manner as the meat itself. Tuberculized animals treated with the juice keep in good health, while others die within periods ranging from one to five months. M. Richet adds that if the curative powers of raw meat are evident, its preventive qualities are not less so. In fact, animals nourished with the juice of raw meat in large quantities and subsequently inoculated appear refractory to tuberculosis, as was proved by the experiments in which the animals prepared by alienation with raw flesh continue entirely well, while others are either dead or dying. To administer the raw meat with which it is proposed to treat tuberculous patients it must be chopped or rasped.

The Man Who Succeeds.

Too many Americans have some general culture without any special fitness for anything. The man who succeeds is the man who grasps what he can do best. By the learning of a trade or profession the individual is able to do one thing well. He should, however, keep alive an interest in other fields, so as not to become narrow. This ability to do something well must be found out by the individual for himself. When this is done he will lend himself to be judged by his strength, rather than his weakness. A large ground for power is a sacrifice of our own egotism and a pleasant spirit always

in what is being done. Interest is a great stimulus to self-activity. Things that we learn mechanically in early life are the least thought of in after years. Those who early learn to depend upon themselves meet with fewer rebuffs when they enter the business world.

Through one's business pursuits he learns to contribute the product of his own industry and receives in return a share of others' productions. To carry on any vocation is an education in itself. Confidence in experts and willingness to employ them and abide by their decisions are among the best signs of intelligence in any educated community.

Edith L. Hall.

English Sausage Seasonings.

No. 16.

5 lbs. pepper.
5 ozs. mace.
2 3/4 ozs. cloves.
3 3/4 ozs. cayenne.
11 1/2 lbs. salt.

No. 17.

2 lbs. pepper.
4 ozs. nutmeg.
1 1/2 ozs. mace.
1 oz. cloves.
5 3/4 lbs. salt.

No. 18.

6 lbs. pepper.
12 ozs. sage.
11 ozs. mace.
12 ozs. Jamaica ginger.
16 1/4 lbs. salt.

No. 19.

3 lbs. pepper.
6 1/2 ozs. mace.
3 ozs. nutmeg.
6 ozs. ginger.
6 ozs. sage.
1 1/2 ozs. cloves.
8 1/2 lbs. salt.

No. 20.

2 lbs. pepper.
4 ozs. sage.
4 ozs. ginger.
3/4 oz. cloves.
4 ozs. mace.
3 1/2 lbs. salt.

Returning Good for Evil.

From the Journal of Commerce.

A letter recently received by a leading export house here from its correspondent in Hamburg says that the provisions of the new meat inspection law of Germany will require six separate inspections of each package imported of all animal products, meats, oil, lard, tallow, etc., edible or otherwise, requiring such time and room for such inspections as will make it impossible for merchants to receive and handle goods on their own docks or in their warehouses. These importers will also require of American exporters to guarantee the goods shipped shall pass these six inspections or re-export them in case of rejection and pay the landing and re-shipping charges. That this bill will pass the Prussian Assembly, or Bundesrath, as it has passed the Imperial Reichstag, is said to be certain, as the former is more agrarian than the latter. Thus, said one exporter, the law is practically prohibitive, and yet our Government has made a reciprocity treaty with Germany in face of this hostile legislation.

Refrigerating Machinery to Be Used in Mining.

One of the incidental uses for the refrigerating machine is found in mining. At great depths, or at comparatively shallow depths in some mines, work on valuable veins of metal or coal has been abandoned because of the heat. It is reported that in some of the shafts of the Rand Gold Mines in South Africa this problem is already being presented. In some places 5,000 or 6,000 feet and in some places 12,000 feet is declared to be the limit at which men would be capable of working. But refrigerating engineers declare that with the use of modern refrigerating apparatus to cool the air it will be quite possible to go several thousand feet lower in case a rich vein of precious metal or even coal warranted the additional expense.

Hammond, Standish & Co.,

Detroit, Mich.

Pork Packers and Wholesale Provision Dealers, Curers of the celebrated brands, "Apex" and Excelsior Hams, Bacon and Lard, Cooked Boned Hams, Sausage and warm weather delicacies of all kinds.

Our packing house is under U. S. Government inspection.

Butter Wanted

I will pay spot cash on receipt of goods for all grades of butter, including packing stock.

C. H. Libby, 98 South Division Street,
Grand Rapids, Mich.

Sell 'Em

the best salt you can buy. It will pay you in many ways. Don't think because

Diamond Crystal Salt

is made pure that American housewives will not pay the price. They want to pay the price and get wholesome flavoring. Salt enters into the preparation of every article of food. Cheap salt is unfit for seasoning. DIAMOND CRYSTAL salt is as pure as salt can be made and will cost an average family about 5 cents a year more for the table than ordinary salt. We want to hear from every first-class grocer.

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

Coupon Books for Meat Dealers

We manufacture four kinds of coupon books and sell them all on the same basis, irrespective of size, shape or denomination. Free samples on application.

Tradesman Company, Grand Rapids, Mich.

Practical Suggestions for Employers and Employees.

Written for the Tradesman.

The relation between the retail grocer and his clerks should always be one of unity, each striving at all times to work for the others' interests and welfare. The trouble on one side is that the proprietor usually keeps himself aloof from his employees and insists upon their recognizing him as the supreme ruler and accepts no suggestions, however good they may be, from his clerks. On the other hand, how many of the clerks look forward only to Saturday night when the week's business is finished and their pay is forthcoming, contenting themselves with doing as little as they can and taking as long as possible about it. Perhaps they think they have good reasons for so doing, the salary generally being small, the hours long and the work of the monotonous routine order.

Most of you who are clerks entertain the idea of sometime being master of your own establishment and indulge in pipe dreams of what you will do when your hopes are realized. Do you ever stop and think that the profits are very small on staple goods—I mean by this, goods that are well advertised and that take no effort on your part to sell them, in fact, they sell themselves—and that there are always in your stock other goods of the same class on which a good round profit is made? Why don't you make an effort to induce your customers to try them, especially if you know them to be fully as good? Why don't you, when any one calls for, say, a "bar of soap," or "some tobacco" or "a pound of coffee," not specifying any particular brand, give them the article you make the most money on? No—and I have seen it done a thousand times—you will reach up and hand down a bar of soap that is called for every day and on which your profit is nil? Then tobacco—your query will always be, "Spear

Head or Standard Navy?" goods, as far as profits are concerned, you are only swapping dollars on. And coffee—your question is invariably, "XXXX or Lion?" when it should be your business to sell bulk goods, where you can get some profit. And so on through the list. Do you wonder that the proprietor finds fault and has that careworn expression on his face when he finds from month to month and year to year that he is not one dollar farther ahead than when he started, having in all that time just eked out a living and is considered fortunate if he is not in debt? Do you know that it largely rests with yourself whether he will be in business next year and you at the finish will be looking for another situation? If you will take the trouble to force the sale of goods that bring the largest profits you will create a demand for them and as the weeks roll by they will sell themselves and thus ever increase the profit account. You will say, "What is the use of doing this? I'm getting all the salary I ever will get in this business and my employer will never know of my efforts in his behalf." Supposing he doesn't, can't you see that you are training to be a most successful merchant when you start out for yourself? And, having acquired the habit of pushing profitable goods, you will in turn drill your clerks on that line, at the same time laying the foundations for their future success. I tell you your employer will and does notice at all times what is going on about him, and rest assured he will in his own way appreciate your efforts and as the profits and trade increase you will surely get your just dues.

From time to time look over the stock and see if you can't find any "dead ones." I know you can, for they are always with you, and a little good management you will soon have nothing in the store but clean saleable goods. Try

making a bargain counter and make the prices attractive and your employer will soon have his dead stock back into money. Don't you think he will approve of it? Certainly, and by continuing in this course you will actually make yourself indispensable to him; and when the time comes to the parting of the ways and you embark on the stormy sea of business for yourself the chances are ten to one in your favor he will ask you to invest your money in an interest with him, and you know in most cases it would be best to do so, as the trials of establishing a new business are certainly to be dreaded.

Keep yourself neat and clean and always have the stock arranged in an attractive way. This helps sell the goods. Wear a clean apron or duster; and by all means keep the floors and windows clean. This attracts trade. Make your window displays unique, and change them often so that the goods will not become unsaleable from dust and dirt. This makes people passing by stop and look and in many cases you gain new customers. Keep busy in the right direction and you will surely win out.

I will now take up the other side: Do you, as the proprietor, ever stop and think of the magical effect of a pleasant Good Morning and a smiling face when you first come in? Try it. Talk to your clerks, ask their opinions, get acquainted with their ideas—it may mean dollars to you. You can always do this in an interested and friendly way, at the same time maintaining sufficient reserve, as becomes your position. Keep your clerks as interested in your business as if it were their own and as your trade increases—which it surely will—increase their salary in the same proportion. Offer a prize to the clerk selling the most goods during the month or year, and make it large enough to in-

sure their interest in the matter. If you think it advisable give also a second and even third prize, so as to let everybody have a chance, and you will soon see how quickly they will get out of their habit of being mere fillers of orders and develop a degree of salesmanship truly remarkable. Insist upon a place for everything and have everything in its place. Take one of your boys and give him charge of the stock. Have him keep the shelves full and keep a memorandum of goods getting low or in want of. Instruct all your clerks to put down on the want book any and all goods asked for which you do not keep, and if you have two or three enquiries for the article buy it. If you see a new article or brand of goods and are convinced it has merit, buy some and instruct your clerks to push it. By following this suggestion you will soon become known as a dealer who keeps everything and you will always be gaining trade. You may say that all this is very good theory, but that when it comes to making a test of it it won't work. I say it will, as I have suggested only practical and logical methods, and I know many stores in which they are being successfully carried out to-day. Get out of the rut, wake up, and sell only for cash.

"And the night shall be filled with music,
And the cares that infest the day
Shall fold their tents like the Arabs
And as silently steal away."

"They will take to themselves the wings of the
morn,
And, clothed in their garb of light,
They will fly like the demon of the storm
And vanish from our sight."

W. F. Denman.

The United States Fish Commission has been making a collection of leathers prepared from the skins of fish and other aquatic animals. Those which promise to be of practical utility are salmon hide, which serves the Esquimo of Alaska with water-proof shirts and boots, and codfish skins, which are said to make serviceable garments.

Uneeda Jinjer Wayfer

Keep them in stock. Keep them in sight.
More popular than ever
Because better than ever.

NATIONAL BISCUIT COMPANY.

Uneeda Jinjer Wayfer

Woman's World

Some of the Belongings of a Prehistoric Race.

There are times when even the most patriotic American must yearn after the antiquities of the Old World and feel that our own country would be the better for a little of the bloom of time, as Stevenson declared a fine deed was the better for a bit of purple. We are so aggressively new and smell so of varnish. Our big cities differ only in the pattern of their sky-scrapers. Our mountains and rivers are nothing but earth and water and we sigh for the ivy-draped ruin, the moldering town, haunted by legends of the past—something to which fancy and romance may cling.

That is the enduring charm of Europe, that like a magnet draws thousands of us every year across the sea, and it is a strange proof of our indifferent, happy-go-lucky national disposition that with this feeling strong upon us we should have so little interest in our own antiquities.

Indeed, we have used "American" and "new" so long as synonyms that the very idea of American antiquities sounds incongruous, yet for all that we have our ruins that shadow forth a story as wonderful and romantic as anything the Old World can show.

I am particularly impressed with this fact every time I visit the little hillocks, rising from the level ground, which we call "Indian mounds,"—just below the Lake Shore bridge which crosses Grand River about two miles below the city limits of Grand Rapids, and last winter I enjoyed the privilege of visiting the home of Capt. James H. Johnson, of Clarksville, Tenn., who has made a long and patient study of the mounds along the Ohio, Cumberland and Tennessee Rivers.

Except for some occasional amateur antiquarian, whom we have looked upon rather askance as a crank for digging in an Indian mound, when he might have been hoeing corn, we have taken little enough interest in them, yet here lies buried the record of a day so long past no man may set its epoch in history, a fact that may have been old before the foundations of the first mediaeval castle were laid in Europe. Here, fascinating, incomplete, full of strange surprises and mysteries, is all the story we have of a dead and forgotten race, who perished, and whose semi-civilization was lost, centuries, perhaps, before the foot of the white man ever trod the shores of the New World.

Antiquarians call this race the mound builders or the stone grave race, because they placed the bodies of their dead in box-shaped graves, built of stone slabs, and above them builded great mounds of each. A hundred or more of these rude sarcophagi are sometimes found deposited in tiers in a single burial mound, and here beside the moldering bones are found the implements of pleasure and handicraft the dead used in life, and vessels that were filled with food and water for use on the long journey to the spirit land. Sealed up in walls of stone and banked with earth, these souvenirs of the past have been protected from the ravages of time, just as the fragile vases of Roman porcelain were preserved in the tombs of Pompeii.

From a gas range and exposed plumbing to the rude pottery in an Indian grave is a far cry, but each tells as nothing else does, perhaps, the story of its epoch, and from the relics found in these mounds it has been possible to

construct a picture of aboriginal domestic life that is wonderfully vivid. Who the mound builders were, no one knows. How they perished is equally a mystery, but the record of the graves tells us they lived in villages. The many exquisitely fashioned implements of the toilette and for the table show they had a perception of the beautiful and a skill in handicraft far superior to any of the nomadic tribes of the frontier Indian known to the early settlers, and so, bit by bit, we piece together the story of these earliest American aristocrats.

One of the very finest collections of mound builders' relics in the world is owned by Captain Johnson, the gentleman above referred to. In his early days, Captain Johnson was a steamboat man, but some thirty years ago he began, tentatively at first, then absorbingly, a study and investigation of Indian relics. The passion of the collector took possession of his soul, and since then he has done nothing but follow the will-o'-the-wisp that has led him on from Indian mound to Indian mound, with always newer, fresher and more wonderful discoveries. He has spent weary weeks patiently digging with spade and shovel; he has spent months in a canoe, exploring shallow little creeks for traces of prehistoric habitation, and the result has been a priceless treasure-trove of the past.

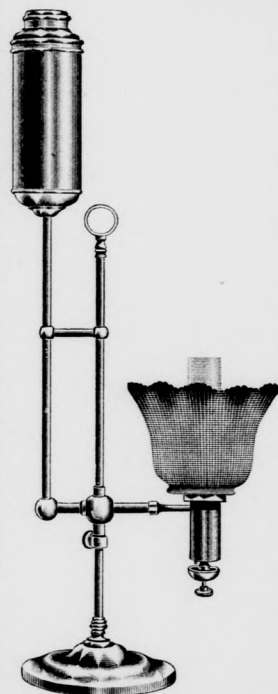
Nowhere have the Indian mounds offered richer rewards to the archaeologist than along the Cumberland, and here, on a little knoll overlooking the tawny river, Captain Johnson has pitched his tent. It is a picturesque little house, all gray logs, and great stone fireplaces in which you might roast an ox whole, and to step across the threshold is like stepping backward into an unknown age, so crowded are the walls and shelves and the floor itself with quaint stone instruments and strange vessels of unknown shape.

What one's children are to a parent, one's collection is to an antiquarian, and Captain Johnson did the honors of his with tender interest when I went to see it.

"So many of my things are loaned to the Smithsonian Institute and to the Carnegie Library Museum in Pittsburgh," he said deprecatingly; and then in deference to my being a woman he began to show me the housekeeping utensils of my aboriginal sisters. There are cooking vessels, sets of ware, ornamented and plain; drinking cups, water jugs, basins, bottles, vases, spoons, and indeed everything for a well-equipped cuisine. The ware is dark gray in color, with little white specks, and is made of clay mixed with ground-up mussel shells, hardened in the sun, and baked in the fire, but without glaze. It is no heavier than our common iron stone china, and much of it is of the most graceful and exquisite design, showing a skill that rivals our best potters to-day. The water jugs are quaint, big-bellied, long-necked affairs, with stoppers precisely like the stopper of a modern cologne bottle, while many of the jars are as pure and classical in shape as the old Greek.

What interested me most, however, were the vessels for food. Some of them were evidently cooking pots—plain, unornamented, and bore unmistakable evidence of having long daily use over the fire. In these, without doubt, the women cooked the savory venison stews, or game ragouts, with which to regale the hungry hunter when he came in from

An Inexpensive Luxury.



This Reading Lamp is really a necessity if a steady light be desired. For a reading lamp there should be no flicker, no glare; but a steady, soft luminous light and you get this with the **Imperial Gas Lamp**. It is trimmed with the Holographane glass shade, which softens and diffuses the light, giving the most light where the most light is needed. This student lamp is finished in nickel, has removable fount, and is a safe and useful lamp. It burns common Stove gasoline, giving a 100-candle power light and is altogether free from odor or smoke.

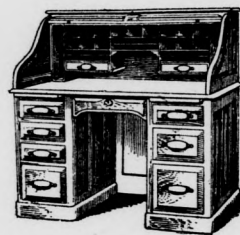
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The Imperial Gas Lamp Co.,

132-134 East Lake St.,

CHICAGO, ILL.

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.

the chase. Other utensils were just as plainly intended for serving, as her best Sevres madame gets out for honored guests, and on these the artisans had lavished their finest work. Many were in the shape of birds and fish. One, a grotesque, represented a man, a fat man, lying on his back, with his stomach forming the bowl. Another represented a swan, with a long, graceful, curved neck standing up three or four inches. A particularly elegant design was a bowl about as large as an ordinary vegetable dish, with the handles formed on one side by the tail, and on the other by the head of an eagle, and the flange of the dish made by rudimentary wings. The head projected out an inch or more, and was further remarkable from the fact that it was hollow, and made to rattle, when you shook it, like a baby's rattle. It seems a queer idea, but suggests our prehistoric hostesses may have had trick dishes to amuse their guests and inspire conversation, just as we have souvenir spoons. The work on this dish was exquisite, as was that on another of the same size, so polished it looked almost like pewter, and ornamented with a design of what we would call conventionalized human hands and bones. One of the drinking vessels was of a most delicate shape—a deep cup fluted into the convolutions of a shell.

I don't know whether the ancient wigwam had a smoking-room or not, or whether the husbands then, as they do now, smoked all over the place, but certainly the pipe played an important part in their daily life, and was evidently as tenderly cherished, and as much a work of art, as his meerschaum is to the man of to-day. Captain Johnson has many superb specimens of pipes, all of which show a fancy for reproducing animal types by way of design. One is a big frog, carved out of stone, the back hollowed out to make a place for kinnikinnick. Another is a swan; another is in the shape of a beaver; another a duck, while still another is a fox, perhaps a foot long. All of these pipes are carved out of stone, and are very heavy—the fox weighing as much as 35 pounds. The carving is rude, of course, but so perfect as to leave you under not the smallest doubt as to the animal intended to be represented. The opening for tobacco, or kinnikinnick—a mixture of dried willow leaves, sumac and lobelia—which Captain Johnson thinks was the "Yale Mixture" of that day, is very small, less than half as big as an ordinary pipe of to-day.

The mound builders seem to have been more or less industrious, and sets of tools—stone trowels of the plasterers, flint hoes of various sizes of the farmers, ground chisels of flint of the carpenters, hollowed out cups of stone that the ancient apothecaries and painters used, and innumerable stone axes ranging from 2 ounces to 35 pounds—tell the story of ancient employment. What their amusements were we may guess from the spears, the beautiful chipped arrows used in the chase, stone marbles such as boys play with now, and quaint stone discs that seem to have been the quoits—or maybe the golf—of that far-off age.

Among the treasures of Captain Johnson's collection are a number of beautiful stones known as "banner stones" and "ceremonials," which are believed to have been used in religious processions, when they were carried as we do flags. One of them is in the shape of a paddle, and is as black as ebony and

polished as smooth as satin. Another is green, carved with the image of a lizard, while still another is almost like alabaster, and shows the most exquisite colors of pearl and opal. Some of the banner stones have symbols carved on them, but what they mean no man knows, any more than whence they came, for not the least strange part of the mystery of these graves is that in them were found stones and minerals not known in that part of the country, and that must have been brought thousands of miles.

A carved head, life-size, and as if it were the head of a statue, and a little idol, about as long as a man's hand, showing the flat features and the square head dress we are accustomed to in pictures of Egyptian antiquities, are also among the interesting things Captain Johnson showed me, and then he brought forth—and there was a touch of pathos in it—a set of little dishes, and a rattle that had belonged to a dead Indian baby, and been placed in its tomb by some loving mother, just as I saw a broken toy placed yesterday on a child's grave in Valley City! How it links the centuries together. How close to us it brings the woman of a prehistoric race—dead and forgotten these hundreds of years—but who loved, and lost, and sorrowed like every mother of us to-day.

The purple shades of early morning were still haunting the woody defiles of the hills when we drove up to Captain Johnson's door. The glare of noon was upon the earth when we at last tore ourselves away, still regretfully conscious we had not seen the half of his treasures or heard half of their wonder story. As we rounded the hill he waved us a cheery good-by, and then turned once more back into the house—to the study of that far-off past that is more real to him than the real present, and to touch with reverent fingers the belongings of that dead race whose existence and history his researches have done so much to make known to the world.

Dorothy Dix.

"Straid or Swiped."

The following notice is tacked to a roadside tree in Maine:

Straid or Swiped—a young hog shot with the left ear cropt and tale gone. Also black spot on the left-hand hip and hole in other ear. Said hog shot disappeared from premises of underlined owner at nite under circumstances pointing to him being stole; said hog shot being a pet and not apt to go off of his own accord. Said hog shot answers to name of Nellie, and he will eat from the hand and can stand on his hind legs like a dog, and is of affectionate nature. Any one returning said hog shot or letting me know where he is at, will confer a benefit on a invalid lady whose pet said hog shot was.

The Merchant's Rostrum.

The columns of the newspaper is the merchant's rostrum. It is his pulpit. It is his stump. From that he addresses the public at large. From that he speaks to his constituency, to his audience. Advertising is the channel through which the merchant speaks to the people he desires to address. His advertising is the test of his character. It must be true. As he speaks, and as the people have an opportunity to judge of the truth of his printed utterances day by day they will form their estimate of his character. His character is the soul of his advertising; and therefore it must always be true.—R. C. Ogden.

The Modern Measurement of Time.

"Have you lived very long in the suburbs?"
"Not so very long; only about fourteen hired girls."

Crockery and Glassware

AKRON STONEWARE.

Batters

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

Churns

2 to 6 gal., per gal.	5 1/2
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	5

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

1/2 gal., per doz.	55
3/4 gal. per doz.	45
1 to 5 gal., per gal.	6 1/2

Tomato Jugs

1/2 gal., per doz.	55
1 gal., each	6 1/2
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

1/2 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.	8 75
Half Gallons.	5 25
Covers.	2 75
Rubbers.	25

LAMP BURNERS

No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular, No. 1.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50

LAMP CHIMNEYS—Seconds

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

Common

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

First Quality

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

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 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. Tilting cans.	7 25
5 gal. galv. iron Naefas.	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, slide 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, slide 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

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.

The Prompt People

Our customers call us the "prompt people" because they can order almost anything of us by telephone, telegraph or letter and get it at once. We appreciate a man does not want anything until he orders it and when he does order it, he wants it at once. So we do our best to get it to him at once. Do you want this service.

Brown & Sehler
Grand Rapids, Michigan

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.

The New York Market

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

New York, July 28.—The coffee market has shown little change. There is still a firm undertone and prices are practically unchanged. Advices from Europe, however, are weaker and supplies at Rio and Santos show some increase, which, it is said, will be still larger next week. Just what the effect will be remains to be seen. Of course, if Brazil is experiencing a decline in rates of exchange, as seems to be the case just now, there may be some decline here. In store and afloat the supply of Brazil coffee aggregates 656,235 bags, against 1,122,659 bags at the same time last year—figures which would certainly indicate a strong position here. No. 7 closes at 9½c. Mild grades have been decidedly dull all the week and roasters are taking only small lots. Good Cucuta is quotable at 10¼c. Rather more life has been infused into the market for East India sorts and the situation favors the seller.

Sugar manufacturers, as well as jobbers, appear to have their wants fairly well supplied for the present. Some trading has taken place in foreign, but at most it is hardly large enough to call for remark. Russian crystals are worth 5½c and Belgin granulated 5.60@5.75. Raw sugars are very firm and it is within the range of possibilities that granulated may "take another turn."

The amount of teas passed at this port for the first six months of the year aggregated 22,682,441 pounds, of which 577,555 lbs. were rejected. Upon the whole, the arrivals are showing steady improvement and the wisdom of the "tea law" has been amply demonstrated. During the week the market has been decidedly strong and the news from China is having its effect day by day. Local buyers and those from out of town are taking more interest in the market than for a long time and do not hesitate to make fair-sized purchases. They are not "shopping." Tea is tea.

The rice market presents a very firm undertone and out-of-town buyers have taken hold with more freedom than for some time. The call has been mostly for Japan and the better grades of domestics. Stocks seem to be light and holders are decidedly firm in their views, making no concession to effect sales. Prime to choice Southern, 5½@5¾c.

There has been a fairly satisfactory trade all the week in spices. While orders have not been large they have come to hand with increasing frequency and the outlook is encouraging for holders. China Cassia is especially well held and 10½c is about the established price. Singapore pepper has sold freely at 13¼@13¾c.

Supplies of molasses are light, but seem to be sufficient to meet all requirements. No changes have taken place in quotations and the weather has been against much business in this article. Syrups are firmly held and, with light supplies, sellers seem to have matters their own way. Prime to fancy sugar syrup is quotable at 21@28c.

There is an active market in canned goods and it is growing more and more active with every day. From the "head center," Baltimore, come encouraging reports of active trade and, although prices seem low, there is a big lot of goods and the quotations are, perhaps, all that could be expected. California fruits seem to be in more favor, with independent packers making rates which must be a little "wearying" to the combination. Salmon is higher, the demand is more active and supplies are light. The pack of peas in New York State is bound to be decidedly light, as rains have been too late to have much saving grace about them. The New York apple crop promises to be so large that canned apples will bring low figures. Sales of futures are reported as low as \$1.90, delivered, in this city.

Dried currants are strong and advances in quotations appear to be the order of the day. The general run of business in dried fruits has been light

and quotations seem to be low on almost everything. Prunes are rather firmer, now that prices have been made on Oregon fruit. It is thought that the prune crop of Europe will amount to 200,000,000 pounds, and, if this estimate is reached, it seems likely that low rates will prevail. For Oregon fruits, 40s in bags f. o. b. coast, orchard run, 4¼c has been established by the growers.

Lemons and oranges have hardly kept the pace set for the last week, although the situation is not discouraging. Sicily lemons are worth, for 300s, \$5.25@6.25; 360s, \$5.25@5.75. In oranges, Valencias constitute the bulk of the offerings and the range is from \$5.10@5.50. Bananas are weak, dragging and lower, with this tendency likely to remain for the present. In domestic green fruit there is a steady market for really desirable apples, although \$2 seems to be the outside rate for the very best fruit. And the tendency is for still lower quotations.

The butter market is not as firm as last week and, with rather larger arrivals than can be immediately taken care of, the tendency is toward a lower range, although 20c is still often quoted for the top sorts. Thirds to firsts, 17@19½c; imitations creamery, 15@18c. Exporters have purchased several carloads of factory butter at about 15½c, which is about the average price for this grade.

Supplies of cheese have not been as large as last week and, with a fair demand, this market is in more satisfactory condition. Full cream cheese is worth 9@9¼c.

Eggs are firm, with prime Western goods worth 15@15½c. Arrivals show quite a large proportion of undesirable stock, but not greater than may be expected at this time of year.

The bean market is rather depressed and dealers are not very full of joyful demonstrations. Choice marrows, \$2.07½; medium, \$2, although this is certainly outside; pea, \$2.17½; red kidney, \$2.05.

GROCERS' PICNIC IN RHYME.

The first of August was the appointed day
For the grocery boys to get out and play
And lay aside their troubles and care
And devote themselves to a treat quite rare.

The place for the meet was at Reed's Lake—
As a pleasure resort it takes the cake;
It's convenient for those who live in town
And also from the country around.

The crowd came in from Kalamazoo,
Allegan, Lowell and Jackson, too;
They came into town by every line,
Looking, of course, for a jolly good time.

Some of the visitors dressed in blue,
Others in colors of various hue;
Some wore white and some wore green
And a nicer crowd was never seen.

I selected a spot which was in the shade
And watched the boys out on parade,
And down the line so straight and true
I saw many faces that I knew.

From the place where I had taken my stand
I saw "Cocoanut Waller" leading the band;
Behind them, drawn by a dog and goat,
Came "Coal Oil Johnny" and his soap.

And further down on the left I saw
L. John Witters and several more,
And at the rear, in a stylish trap,
Came President Dyk and Homer Klap.

At 1 o'clock the sport begun
And then, you bet, we had real fun;
There were men and women of every size,
Striving each one to win a prize.

There were races for men both short and tall,
Races for women large and small,
And sacks of flour were prizes for some,
And others soap, yeast cakes and gum.

The contest for pie was one of the sights—
'Twas the place to see large appetites
And the winner, you bet, was "strictly in it"
He ate nineteen pies in twenty-one minutes.

For myself, I spent a most pleasant day
And hundreds expressed themselves the same way,
And I'm already longing for the time
When the grocery boys again get in line.

W. F. Denman.

At a recent meeting of arboriculturists in France the question was debated whether spiders should be suffered to spin their webs on fruit walls. The general opinion seemed to be that the webs were more useful than objectionable. It was remarked that they prevent the incursions of earwigs and similar insects, and also interfere with the operations of noxious flies whose larvae ravage leaves and fruits.

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 Radstreet'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

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.

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.

Salt—Its Production and Value.

Written for the Tradesman.

Our common salt, known in chemistry as chloride or muriate of soda, a mineral product so necessary to mankind and the entire animal creation, and so universally distributed over the globe, is the most abundant of all natural soluble salts. Salt is not simply a luxury, it is a necessity. Debarred from its use, scurvy and kindred skin diseases would afflict the animal creation and rapidly decimate their number.

The production of salt is a most important industry in the United States, and ranked among our manufactures it is the very earliest in American history. It was produced at Cape Charles, Virginia, before the Pilgrims landed in 1620 and in 1633 salt was sent from there to the Puritan settlers in Massachusetts. In 1689 salt was made in South Carolina. From the earliest settlement of the country salt has been produced by solar evaporation of sea water; also by boiling in large quantities, more especially during the American Revolution and the war of 1812. Soon after the Revolutionary War making salt by evaporation was a very important business on Cape Cod, Massachusetts. No other country in the world, possibly excepting Russia, is richer in salt springs or underlaid with a greater number of salt deposits than our own United States. No other country of the same area can compare with ours in its number of salt springs, or salt "licks," as these outcroppings of our salt mines are called, which are to-day in no less than thirty states and territories. Salt springs of Southern Illinois were worked by the French and Indians in 1720. Kentucky salt springs were known and the salt used before 1790. The first salt manufactured in Ohio was in 1798. In Pennsylvania the business of making salt began in 1812. Salt deposits in West Virginia were worked quite early in the past century and at one time it ranked next to New York in production, but with many later discoveries of salt Virginia is losing her prestige. The writer visited Great Salt Lake in 1874, the water of which holds in solution the largest percentage of salt of any other body of water on the continent, being over 20 per cent. pure salt. This lake is over fifty miles in length, by twenty in width, and its shores are at times white with the salt from natural evaporation. It is said that few fish are found in its intensely salt waters.

We have no reliable data for the first manufacture of salt in Michigan, although it must have been at an early date in the Nineteenth Century that the Indians disclosed the fact of its existence in the Saginaw Valley. At a comparatively recent date salt of great purity was discovered in Manistee county on the shore of Lake Michigan and its manufacture soon commenced. This State is now among the first in rank as to the quality, if not quantity, of this valuable mineral. The production of these wells is the nearest naturally pure chloride of soda we have ever examined. Whether the quantity of this superior quality of salt will diminish in course of time is a question which cannot be answered.

About the year 1788 the French Jesuits, missionaries to the Indians, together with a few white settlers, began producing salt in Onondaga county, New York, by boiling the water from salt springs. Wells for the production of the brine are now sunk to the depth of two to three hundred feet to supply the evaporating works at this place and

the tanks now cover hundreds of acres of ground at Syracuse. The actual production of salt at these works has been from nine to twelve millions of bushels annually, but whether it has been constantly increasing we can not say. Every bushel of salt made at Syracuse pays a royalty of one cent to the State of New York, which owns the saline waters. The salt made at these works has a high reputation and quantities of it are exported to the Dominion of Canada.

In the early ages of the world salt was considered among the most important necessities for both man and beast and was very valuable compared with other necessities because of its scarcity. It was husbanded with great care for both man and animals. Even among half-civilized and savage nations its value was so great that small pieces of the most transparent crystals of rock salt were actually used as a medium of exchange in place of gold and silver. In Russia it was the talisman of friendship at every important feast or gathering. To "break bread and eat salt" with another was a seal of lasting friendship; and upon certain occasions, as at Christmas and New Years feasts, invited guests, more particularly strangers, can present the ladies with no stronger proof of their true friendship than to ask their acceptance of a small loaf of white bread and a miniature sack of salt. The writer once attended a New Years dinner in San Francisco. Among the guests were several Russian gentlemen, who brought with them their time-honored gifts for all the unmarried ladies present, chief among which were the bread and salt, in the ancient manner of presentation, both of which were gravely accepted with considerable Oriental ceremony.

Frank A. Howig.

Colorado Apple Crop Looking Well.

From the Denver Post.

This year's apple crop, according to all reports, will be very abundant, which will make that much desirable fruit more accessible to the people than last year, when it became a luxury. But for the exports the crop would be sufficient for this country any year. The export of American apples has assumed such dimensions that but few have any correct idea of the quantity that each year goes abroad. It is estimated that England alone consumes annually over 3,000,000 barrels of American apples, while another million barrels may be added for Germany and other European countries where the American fruit has met with great favor. It is mainly the New York and Michigan product which finds its way abroad, while the apples raised in the West are either used for home consumption or distributed over adjoining territory.

As far as Colorado is concerned, encouraging reports come from the Arkansas valley and the apple producing counties across the Continental Divide, and a plentiful crop may be looked for. In former years shipments of Colorado apples were made to the Pacific coast, but inasmuch as Washington and Oregon have the promise of an abundant crop this year the demand from California will not be so great, and much of the fruit raised here will remain in the State. Last year's unusually high figures have had the effect of stimulating the planting of apple orchards for commercial purposes, but there is little danger that the production will exceed the demand in any one year. Fruit culture could be made much more profitable in this State but for the excessive transportation rates. Unless the producers combine and secure reductions by shipping in carload lots much of the profit which properly belongs to them is absorbed by the transportation companies.

A man resembles a wolf: he can change his coat but not his disposition.



Keep Your Eye on Silver Brand Vinegar

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

GENESEE FRUIT CO., Makers, Lansing, Mich.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

A SPLENDID NEW CAKE



SELLS RAPIDLY AT A FINE PROFIT. Price, 8 cents.

National Biscuit Company,
Sears' Bakery.

Butter and Eggs

Observations by a Gotham Egg Man.

I have seen some correspondence from the West recently which indicates a growing firmness in the views of some of the storage egg holders. It is argued that the current consumption of the summer egg production is much larger than usual and that the position of storage accumulations is consequently decidedly better than it was last year. It is sometimes hard to say whether bullish expressions as to the storage egg situation represent the real ideas of those who make them or whether they are made for the purpose of creating false impressions among the rank and file. If the situation is a dangerous one it is of course to the advantage of those who desire to close out the beginning of the unloading period at a moderate profit, to create in the minds of egg holders in general the rosier visions of later values.

* * *

It is not easy to see anything in the general egg situation which warrants the expectation of any very profitable results. The position is better than it was at this time last year, but the average results were then so bad that a very considerable difference in the situation should be necessary to make the outcome very brilliant. We have heard it stated that Chicago has a good many less eggs in store than at this time last year, but in the absence of any very reliable means of making the estimate it is hard to believe that the reduction can be very great. It is generally believed that the accumulations of eggs up to the first of the current month, taking the country as a whole, were very nearly equal to the amount in store July 1, 1899. It is quite evident that there has since been a much stronger pressure to sell current collections than was the case last year, and the summer additions to our total stock will very probably be considerable less than last year. But something of this improvement in the situation will be necessary to keep the market out of the slough in which it fell last year and it would be most unfortunate if the chances of getting through without calamity on the wind up should be spoiled by too bullish ideas at the start.

* * *

The cold storage of eggs is now-a-days practiced so largely that only very moderate profits can be expected at best, and the danger of late losses is so great as to make it advisable to encourage demand by the lowest prices consistent with profitable business. Considering the egg operators as a whole it is better to err on the side of conservatism early in the season than to err on the other side; for should the early movement be proven by late developments to have been larger than necessary, and at lower prices than necessary, there is compensation in the improved condition of the late markets. But if mistake is made in too sparing an offering of goods early, trade is lessened and late losses are very likely to more than offset the early profits. It is much safer to get into the bullish view when the end of the stock is well in sight and when the wind up can be discerned with reasonable certainty.

* * *

D. D. Wilson, who has for many years been prominently connected with the Canadian egg trade, was in town last week. Mr. Wilson was a heavy shipper of Canadian eggs to the States

some years ago before the imposition of import duties practically shut out the product of our Northern neighbors. "You put us out here," said Mr. Wilson, "and we had to find a market elsewhere." I asked Mr. Wilson whether the Canadian egg product was now as large as in the days when Canada was shipping to the States; he said he thought it was. "We have built up a large British trade," he remarked, "and have also gained other important outlets in the Western mining districts, even as far as the Pacific coast and away up in the Yukon gold fields." Mr. Wilson said the Canadian eggs for the British market are graded according to weight, the first grade weighing about 45 lbs. net to the 30 doz. case. "At first," he said, "the British trade objected strongly to the 30 doz. case, wanting only the big 120 doz. case then commonly in use in the British markets. But we kept at it," he continued, "and now they are perfectly satisfied." The case used by the Canadians for export is about the same as our 30 doz. case but heavier and better adapted to the handling received. —New York Produce Review.

Change of Public Feeling Toward Bread.

"I look upon bread as an article for food destined to be completely abolished before many years," said a New York doctor, "for the number of persons who are willingly giving up the use of it increases every year. The majority of them do this on the advice of their physicians, who find more ground for recommending abstinence from bread as they see the results that such a course of treatment has on their patients. For nearly all forms of dyspepsia, gout, rheumatism and kindred ailments the patient is first told to shun bread, unless it be submitted to certain preparations and to be taken only in certain forms. The great increase in the number of hygienic foods that have been put upon the market and the almost invariable success of any of these manufactures which proves an acceptable substitute for bread and other starchy foods are other indications in the change of the public feeling toward bread as a simple food, which could be taken under all circumstances. The revolt against such a well-established institution is naturally a little bit slow. But bread is destined to be ultimately shunned even more than it is to-day, and this destruction of a tradition that has lasted centuries is well under way."

A Partner's Right.

If one partner attends more strictly to the business of the firm than another, or if one partner gives the whole of his time to the business, while the other gives none of his, the partner so attending to the business is not entitled to any extra compensation, unless the partnership articles so provide. It is known to be a fact that the mere name of one partner in a firm may be of more advantage to the business than the services of any other member of the firm. There are many other ways in which a partner may advance the interests of the business without actually attending to it in person, and the courts will not undertake to estimate the value of each member's connection with the firm or participation in business. If there is to be any compensation, outside of a division of the profits, it must be provided for by the partnership articles.

Help to Cure Trade Evils.

Support all movements that have behind them the curing of trade evils. Do not seek to economize in ways that will lose you money. Build your policy on honest methods. Be alive to your competitor, but never resort to meanness to get ahead of him. Pass him because you deserve to, and for no other reason. Avoid pettiness. Be broad, quick in your decisions, progressive, and no power can hold you back.



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 Winder St.

References: Dun or Bradstreet, City Savings Bank.

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 St. 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, MICH.

Commercial Travelers

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

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

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

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, JOHN G. KOLB; Secretary-Treasurer, L. F. BAKER.

Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

As the principal aim of the commercial traveler always should be to gain the good opinions of those various kinds of people with whom he becomes acquainted by means of his business connections, it is polite in him to overlook their foibles or even humor them, if he can do so without losing his self-respect or without acting against strict integrity, by pretending to be greatly edified by their highflown talk and by countenancing all their ridiculous pretensions.

The greatest triumph of a haughty person is to think that he can awe us. Therefore, if we succeed in making him believe that he has really done this, we shall find it easy to mould him to our plans and induce him to accept our propositions. A first he will receive us most discourteously, and with a repellent manner. He seems to be absorbed in pressing business matters, and the slight nodding of his head scarcely indicates that he is aware of our presence. At last he informs us, with a few condescending words, that he will deign to listen to whatever may be the purpose of our call; but hardly have we launched into the subject and commenced to explain when he most rudely interrupts us with such expressions as: "Don't want anything!" "Too much stock already!" "Too busy now!" and put on airs as if he owned the whole world, at once displaying all the more or less well-studied artifices by which he intended to extol himself and humble us. If the commercial traveler is wise, he will smile, although, it may well be, provoked at the ridiculous and contemptible behavior of the man, knowing from experience that the only sure way to win a point and catch the insolent fellow in his own net is to suppress the indignation that he feels, appearing to be greatly impressed and anxious to render the respect and admiration due to such an exalted personage as the one before him, giving it to be understood that he has heard previously of the extensiveness and importance of the concern, and now that he has convinced himself with his own eyes, he feels more than charmed.

At this the stern face of the merchant prince will relax. He will look up from his desk and turn himself toward us, might even—O wonder of wonders!—with a gracious, "Take a chair, young man," invite us to a seat. Now talk begins and runs on smoothly. We strike the iron while it is hot, and the result is a splendid order—a well-deserved reward of a task that requires not a little tact and much self-suppression, if we would have it end successfully.

It may happen that the person at whose place we call is so haughty, and his conduct so unjustifiably insulting, that we owe it to our self-respect, and to the house we represent, to give arrogance for arrogance. It is good, however, to learn early the hard lesson of swallowing, with a smile, the bitter pills which only too frequently life has in store for us. He who does not possess this mastery over himself had better remain at home, attending to the store or keeping accounts; he is not cut out for a drummer. The calling of a commercial traveler imperatively demands that he should make light of many things at which others would feel themselves seriously offended.

It is very annoying to do business with persons who are of an undecided disposition, who don't know when to make up their mind. Hours after hours are spent with them in talk, until one is almost hoarse; yet, after all, disappointment is the only reward, not even a small trial order being obtained. These people have the habit of taking up an article a dozen times in succession, regarding it in the light, examining it in the shade; their lips seem to pronounce the order so anxiously waited for, but their absurd fear of a possible loss prevents them from coming to a conclusion. Being almost confident that we shall make an excellent sale, we have note-book and pencil ready, when all at once all our pleasant expectations are dashed to the ground by the discouraging words: "My dear Mr. X., your goods are all right and your prices suit me; still I think I shall wait until next time." All our precious time and talk have been spent in vain, and the order-book finds its way back into the pocket. It sometimes happens that such capricious merchants make a compromise by ordering a small, very small amount of goods; but as soon as we have remitted the order to our house, a hastily written note or telegram arrives from "Messrs. Afraid & Co.," countermanding the order with a thousand excuses.

There are others who, although having made up their minds from the beginning, make us lose just as much valuable time as the undecided people rob us of. Probably because they have nothing else to do for the moment, or, perhaps, prompted by curiosity, they look through all the samples, and manifest the greatest interest, listening with close attention to the list of prices and to all our comments. Every moment we expect to receive a brilliant proposition! After having emptied all the sample boxes and examined their contents, they will in all probability politely assist us in picking up and putting away the things very neatly, and then have the insolence to say, with the most innocent face in the world, that they do not need anything. Such trials are exasperating to a commercial traveler, but he ought not to show his vexation, nor get impatient or irritable, which does not in the least mend matters. If he permits himself to show anger, he will make things worse with the new acquaintance. On the other hand, provided he does not appear annoyed at having uselessly spent so much valuable time, the hope remains that he perhaps will be rewarded in the near future.

If lamentations and complaints about bad business are drummed into your ears, remember that grumbling seems to be the fashion among people who trade, who always and forever murmur. Men of this occupation never seem to

be satisfied, even when making money fast and easily. Do not chime in with their lamentations, but always appear hopeful and of good cheer.

Now and then we have to do with persons whose very diffidence prevents them from giving orders, their wants being comparatively small. We let them understand that we make a rule of filling with equal care and attention every order with which we are honored, be it small or large; that the one would be appreciated as much as the other; nay, that experience has taught us that small orders have led within a short time to quite large business transactions. Thanks to the rule of our firm to grant small shopkeepers the same advantages as big traders it has gradually attached and secured a large list of customers more trustworthy than most houses can boast of. We should consider ourselves flattered by any order, were it ever so trivial, and would as carefully attend to it as if the amount were larger. It would pave the way to more extensive orders, and we are convinced that it would afford them great advantages, and us the pleasure of having them enter into business relations with us.

SUCCESSFUL SALESMAN.

W. A. Baker, District Manager Wells-Whitehead Tobacco Co.

William A. Baker was born at Lexington, Mich., Aug. 28, 1875. His antecedents were English on his father's side and English and French on his mother's side. He attended the public school at Lexington until 15 years of age, when he entered the Lexington State Bank as Cashier, which position he filled to the satisfaction of all concerned for four years. He then removed to Croswell and took a similar position



with the Sanilac County Bank, where he remained four years. In the fall of 1898, he went to Detroit, occupying varying positions until July 1, 1899, when he engaged with Phelps, Brace & Co. as Assistant Manager of their cigar department. On the expiration of his engagement with that house, he received a more lucrative offer with the Wells-Whitehead Tobacco Co., of Wilson, N. C., to take the position of District Manager for Michigan, and he is now engaged in exploiting the product of that house in this State, with the assistance of the following traveling representatives: Chas. C. Chevalier, who was with the H. J. Heinz Co. for about ten months, prior to which time he was engaged in the retail grocery business in Detroit; C. H. Worden, who was formerly a stockholder and salesman

for Reynolds Lay, & Co. of Binghamton, N. Y.; M. W. Smith, who was tobacco salesman for many years for the American Tobacco Co., and Robert C. Fleming, who was also formerly employed by the American Tobacco Co.

Mr. Baker was married several years ago to Miss Blanche McIntyre, of Croswell, and is the father of an interesting boy, six months old. He is a member of the I. O. F. and Loyal Guard, and is a communicant of the Episcopal church of Croswell.

Personally, Mr. Baker is one of the most companionable of men. His chief strength as a salesman lies in his ability to make friends and hold them. He aims to be a thorough tobaccoist, understanding his line and taking pains to post himself on the changes and other points bearing on the business. He is, moreover, a careful salesman, being a good judge of character, so that he is usually able to determine the responsibility of his customers. His uniformly kind and generous disposition, coupled with a most courteous and affable manner under all circumstances, serves to make him a prime favorite with all who know him.

Gripsack Brigade.

Wm. Connor (Michael Kolb & Son) leaves to-morrow for Rochester, where he will spend a week or ten days at the factory.

A. D. Baker (Foster, Stevens & Co.), who retired from the road some months ago in order to recover his health, has resumed his visits to his customers.

Chas. L. Stevens, who has had a continuous road experience of twenty-seven and one-half years, having entered upon his career as traveling salesman Jan. 1, 1873, has resigned his position with R. E. Bonar & Co., of New York, to take an office position with the Peninsular Paper Co., of Ypsilanti. Mr. Stevens enjoys the confidence of his house to that extent that he has been asked to select his own successor, which he will undertake to do during the course of the present week. Mr. Stevens has made an enviable record as a salesman and retires with the hearty good will and earnest good wishes of all who know him and especially of those with whom he has done business for so many years.

It is rumored that the firm of Siegel, Cooper & Co., of Chicago and New York, is considering seriously the advisability of the establishing of a department store on the American plan in London. There is little doubt that the business methods employed here by this and other great retail concerns would meet with favor in the British metropolis. It was formerly the belief that American ideas would not prosper on European soil, but the belief has been thoroughly extinguished in recent years, and not alone in England, but throughout the continent to-day, the American way of doing things is rapidly becoming the popular way. Department stores are by no means an American institution, as most of our people are aware. They were carried on in Paris for years before their introduction into this country. Emile Zola made use of them in a novel before they were well understood here. The Bon Marche, of Paris, is to-day one of the greatest department stores in the world.

Money can not make a man out of poor material. It has made a donkey of the ex-American Astor, who purchased a seat next to royalty and has been socially exiled for showing his ears.

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.

Fundamental Cause of Pharmaceutical Misfortunes.

The fundamental cause, the cause which lies at the bottom of the invasion of the pharmacist's functions by other callings, is to be found in the indifferent and inferior education of those who for many years constituted the rank and file of pharmacy. The conditions prevailing to-day are the natural outcome of the conditions of a quarter of a century ago. Considering the character of the education of the great majority of those who assumed the right to practice pharmacy at that date, no other result could have been looked for. Given the same personnel, and any other profession would have been invaded as pharmacy has been.

I would not be understood as making a general charge of incompetence against the whole pharmaceutical craft, for such a sweeping indictment would be grossly unjust, but after giving liberal credit for all the educated men in pharmacy, it must be admitted that it is compelled to bear the discredit of a larger percentage of untrained or ill-trained men than any other calling which aspires to the name and rank of a profession.

Whichever way we turn we are met by this obstacle and stumbling-block, the real or alleged ignorance and incompetence of the druggist. The manufacturer of ready-made prescriptions uses it as the excuse for supplanting him with the physician, and the physician uses it as the excuse for displacing him with the public. The layman compares the graduate physician with the non-graduate pharmacist and naturally assumes that the former is the better prepared to compound and dispense as well as to prescribe. The public not only acquiesces in dispensing by the physician, but reasons further that if an uneducated man may sell drugs in a drug store, there is no reason why other uneducated men should not sell the same drugs and medicines in department stores and groceries.

The thought which we have sought to bring out in the foregoing is that the present condition of dispensing pharmacy is not accidental, but is the natural result of the development of certain original factors, and that the pharmacy of the future will likewise be the outgrowth of factors now in existence.

We are powerless to suspend the law of development, but we can modify its factors, and just as the engineer, who, by a study of the forces of nature and the modification of conditions, compels these forces to do the world's work, so we, by a more perfect understanding of the economic laws which govern pharmaceutical development, may direct its evolution along lines which shall lead to a substantial and permanent prosperity.

The three great influences which will have the greatest part in the evolution

of the new pharmacy are the pharmaceutical press, the associations, and the schools. The three great subjects upon which these influences must work are the public, the medical profession, and the members of our own calling.

Of these three subjects, unfortunately, the most difficult to reach and influence consists of that great, inert, and unresponsive body within our own ranks which gives no sign of life except when it occasionally rises to resist some effort at reform made by the more progressive element. We cannot reach the members of this body through the schools, because they do not believe in schools; we cannot reach them through the associations, because they are not and will not become members; and we can not reach them through the journals, because they do not read the journals. Apparently all that can be done is to possess our souls in patience until in due course of nature they are removed from the face of the earth, and then fill their places with better men.

We believe that all careful students of pharmaceutical economics are agreed that the only substantial hope of better things is through such an education of pharmacists as will place them upon the same plane as other so-called professional vocations, such a general and technical education as is now thought indispensable to lawyers, physicians, and dentists. Until this has been secured, matters will remain much as they are to-day, and legislation, trade combinations, and the promulgation of ethical codes will fail as they have always failed before.

Thorough education in any line commands and has the respect of all men; ignorance always invites and always receives contempt. When a proper educational standard has been reached, then the profession of pharmacy will receive the honor and profit which are justly its due.

The education of the future will teach that the pharmacist who is most assiduous in cultivating the professional side of his calling, and who creates the largest following of those who believe in his superiority of skill and knowledge, will have the greatest advantage over his competitors and the surest title to recognition and profit. It will teach him that the man who relies exclusively upon the commercial instinct of the community to hold his patronage will lose it whenever some competitor cuts below him in price; while the pharmacist who once secures a patron because he has convinced him of his especial fitness for the service to be rendered will retain the lifelong fealty of that patron.

It will be a part of the mission of pharmaceutical education to teach the physician of the future that the pharmacist is his coadjutor and assistant, and not his competitor, and it will teach both pharmacist and physician that the law of action and reaction prevails in the social and economic as well as in the physical world, and that any unjust infringement by either profession upon the province of the other will surely be followed by an injurious reaction upon itself. It will teach the public that the general welfare requires the separation of the functions of prescriber and dispenser, and that the sale of medicinal substances should be confined exclusively to the care of properly qualified persons; and finally, it will teach men to be guided in the selection of a pharmacist by the same considerations that determine their choice of an

attorney or physician—by the confidence they place in his ability, integrity, and skill—the question of compensation being secondary to the desire to obtain the best possible service in the cause for which he is employed. James H. Beal.

Is Distilled Water Poisonous?

The recent controversy over the effects of pure distilled water on the human body will be remembered by our readers. A German physiologist maintained that it is actually poisonous on account of its action as a solvent, and that to be wholesome it must contain dissolved salts to such a degree that it can not whet its appetite on the tissues of the body. It cannot be said that this opinion has received much support; but it was rendered more plausible by the results of experiments in the plant world, it being found that seeds would not grow well in distilled water. Now, however, a French botanist, M. Henri Coupin, announces that this effect is due not to the purity, but to the impurity, of the water used, the distilled water of commerce always containing traces of poisonous copper salts derived from the still in which it was made. We quote as follows from a descriptive article contributed to La Nature by M. Victor de Cleves:

If the poets were more learned in chemistry, they certainly could not fail to take distilled water for the emblem of purity. In doing this, however, they would be wrong, for this commercial product is really a very complex mixture, even containing noxious substances. This may be proved as follows, without an appeal to chemistry, which would be useless here, for the impurities of distilled water are in such small quantities that they escape analysis.

Take a grain of wheat, soak it twenty-four hours in water, and then put it between two leaves of moist paper so as to make it sprout. When the roots have become one or two centimeters (half an inch to an inch) long, place the sprouted grain on the surface of a vessel of distilled water, supporting it with a rod of glass. In these conditions the upper part—that is, the leaves—will grow and unfold. The roots will attempt to grow also, but after lengthening by a few millimeters, they will cease. As biologists say, they become "aborted." If the experiment is made with spring water, the roots grow 30 to 40 centimeters.

Fighting the Law That Forbids Grocers to Sell Drugs.

In 1895 the Illinois Legislature passed a law making it unlawful for any person, without a permit from the Board of Pharmacy, not a registered pharmacist, to dispense drugs, patent medicines or family remedies. A minimum fine of \$20 was provided for violation of the law. The interpretation and administering of this law was placed in the hands of the Board of Pharmacy, with power to act. The law remained practically inoperative until last year, when the Supreme Court, in a test case, decided that the law as passed was constitutional, and that its violators were amenable to it. Since the decision of the Illinois court has been rendered the Board of Pharmacy has been instituting suits against violators of the law, among whom were a large number of grocers. An effort is to be made to have the act repealed. So long as the law stands, no grocer can sell even borax or paris green.

The establishment of a sugar manufacturing company in Formosa on a large scale is said to be contemplated by Japanese capitalists. The imports of sugar into Japan are valued at about 30,000,000 yen per annum. There are already two or three sugar refineries in Japan, but their results are said to be not as satisfactory as could be desired.

The Drug Market.

Opium—Is very firm at the advance and large orders can not be filled in New York. Primary markets are higher than the American market.

Morphine—Is unchanged.

Quinine—Is very firm and another advance is looked for. Bark is in a very strong position, and it is thought that the next auction sale will bring higher prices. 40c quinine is looked for.

Bismuth and Bismuth Preparations—Have all advanced about 50 per cent., on account of the combination advancing the price of metallic bismuth. It is stated that manufacturers are unable to agree on a schedule, but they are all quoting about the same price.

Carbolic Acid—The market is very strong, the article being scarce, and there is a good demand. Another advance is likely.

Chinese Cantharides—Have advanced about 50 per pound.

Iodine—There is lack of harmony among the manufacturers of iodine preparations and the prices have declined about 15c per pound.

Sassafras Bark—Has declined, on account of the new crop being offered to arrive shortly.

Cubeb Berries—Are very firm at the advance.

Essential Oils—Anise is very firm at the advance of about 5c per lb. Cassia is very firm and has advanced. Sassafras is in small supply and advancing. The same may be said of pennyroyal.

Oil Cubeb—Is very strong, on account of the advance in the berries.

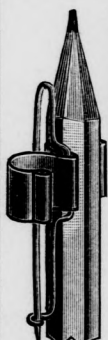
Buchu Leaves—Are tending higher and have advanced 2c within a week.

Cumin Seed—The prospects for the crop are poor and the price has advanced.

Fragrant Tooth Washes.

1. Oil peppermint, 1 dr.
 Oil anise, 1½ drs.
 Oil cloves, 15 m.
 Oil cinnamon, 15 m.
 Saffron, 10 grs.
 Alcohol, 1 pt.
2. Star anise, 1 oz.
 Cloves, 2 drs.
 Cinnamon, 2 drs.
 Oil peppermint, 15 m.
 Diluted alcohol, 2 pts.

A woman finds great difficulties in preserving fruit in brandy when the old man knows the brandy is in the house.



**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 St.,
GRAND RAPIDS, MICH.**

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE DRUG PRICE CURRENT

Advanced—Bismuth.
Declined—Sassafras Bark, Iodine, Iodoform, Iodide Potash.

Acidum			Conium Mac.	50¢	50	Scilla Co.	50¢	50	Os Sepia	32¢	35	Soda, Boras, po.	9¢	11	Red Venetian	1 1/2	2 1/2
Aceticum	60¢	8	Copaiba	1 15¢	1 25	Tolutan	50¢	50	Pepsin Saac, H. & P.	1 00	1 00	Soda et Potass Tart.	23¢	25	Ochre, yellow Mars.	1 1/2	2 1/2
Benzoleum, German.	70¢	75	Cubebe	1 00¢	1 10	Prunus virg.	50¢	50	D Co.	2 00	2 00	Soda, Carb.	1 1/2	2 1/2	Ochre, yellow Ber.	1 1/2	2 1/2
Boricum	30¢	42	Erigeron	1 00¢	1 10				Pleis Liq. N. N. 1/2 gal.	2 00	2 00	Soda, Bi-Carb.	36¢	5	Putty, commercial	2 1/2	2 1/2
Carbolicum	45¢	48	Gaultheria	2 00¢	2 10	Tinctures			doz	2 00	2 00	Soda, Sulphas	3 1/2	4	Putty, strictly pure	2 1/2	2 1/2
Citricum	30¢	5	Geranium, ounce	75¢	75	Aconitum Napellis R	50¢	50	Pleis Liq., quarts	2 00	2 00	Soda, Sulphas	3 1/2	4	Vermilion, Prime	13¢	15
Hydrochloric	30¢	5	Gossypii, Sem. gal.	50¢	60	Aconitum Napellis F	50¢	50	Pil Hydrarg. .po. 80	50¢	50	Spts. Cologne	2 60	55	American	13¢	15
Nitrosum	80¢	10	Hedera	1 70¢	1 75	Aloes	50¢	50	Pil Nigra. .po. 22	18¢	18	Spts. Ether Co.	50¢	55	Vermilion, English	70¢	75
Oxalicum	12¢	14	Juniper	1 50¢	2 00	Arnica	50¢	50	Pilix Alba. .po. 35	30¢	30	Spts. Myreia Dom.	2 00	2 00	Green, Paris	14¢	18
Phosphoricum, dil.	15¢	15	Lavendula	1 40¢	1 50	Assafetida	50¢	50	Plumbi Acet.	10¢	12	Spts. Vini Rect. bbl.	7	7	Green, Peninsular	13¢	16
Salicylicum	55¢	60	Limoni	1 25¢	2 00	Atropine Belladonna	50¢	50	Pulvis Ipecac et Opil	30¢	1 50	Spts. Vini Rect. 10gal	10¢	12	Lead, red	6	6 1/2
Sulphuricum	1 1/2	5	Mentha Piper	1 50¢	1 60	Aurant Cortex	50¢	50	Pyrethrum, boxes H.	75¢	30	Spts. Vini Rect. 5 gal	10¢	12	Lead, white	6	6 1/2
Tanninum	90¢	1 00	Mentha Verid	1 20¢	1 25	Benzoin Co.	50¢	50	& P. D. Co., doz.	75¢	30	Strychnia, Crystal	1 05¢	1 25	Whiting, white Span	6	8
Tartaricum	38¢	40	Morruhue, gal.	4 00¢	4 50	Cantharides	50¢	50	Pyrethrum, pv.	25¢	30	Sulphur, Subl.	2 1/2	4	Whiting, gilders	6	90
			Myreia	4 00¢	4 50	Capsicum	50¢	50	Quassia	80¢	10	Sulphur, Roll	2 1/2	3 1/2	White, Paris, Amer	1 10¢	1 25
Aqua, 16 deg.	40¢	6	Olive	75¢	3 00	Cardamon	50¢	50	Quina, S. P. & W.	37¢	47	Tamarinds	80¢	10	Whiting, Paris, Eng.	1 10¢	1 25
Aqua, 20 deg.	60¢	8	Pleis Liquida	10¢	12	Cardamon Co.	50¢	50	Quina, S. German	37¢	47	Terebenth Venice	28¢	30	Universal Prepared	1 10¢	1 20
Carbonas	13¢	15	Pleis Liquida, gal.	1 00¢	1 08	Castor	50¢	50	Quina, N. Y.	37¢	47	Theobroma	52¢	55			
Chloridum	12¢	14	Ricini	1 00¢	1 08	Catechu	50¢	50	Rubia Tincturum	12¢	14	Vanilla	9 00¢	16 00			
			Rosmarini	1 00¢	1 00	Cinchona	50¢	50	Saccharum Lactis pv	4 50¢	4 75						
Aniline			Rosa, ounce	6 50¢	8 50	Cinchona Co.	50¢	50	Salaclm	4 50¢	4 75	Oils					
Black	2 00¢	2 25	Succini	40¢	45	Cinchona	50¢	50	Sanguis Draconis	40¢	50	Whale, winter	70	70	No. 1 Turp Coach	1 10¢	1 20
Brown	80¢	1 00	Sabina	90¢	1 00	Columba	50¢	50	Sapo, W.	12¢	14	Lard, extra	60	70	Extra Turp	1 60¢	1 70
Red	45¢	50	Santal	2 75¢	7 00	Cubeba	50¢	50	Sapo M.	10¢	12	Lard, No. 1	45	50	Coach Body	2 75¢	3 00
Yellow	2 50¢	3 00	Sassafras	50¢	55	Cassia Acutifol.	50¢	50							No. 1 Turp Furn	1 00¢	1 10
			Sinapis, ess., ounce	1 50¢	1 60	Cassia Acutifol Co.	50¢	50							Extra Turp Damar	1 50¢	1 60
Bacae			Tigli	40¢	50	Digitalis	50¢	50							Jap. Dryer, No. 1 Turp	70¢	75
Cubebe .po. 22	18¢	20	Thyme	40¢	50	Ergot	50¢	50									
Juniperus	6¢	8	Thyme, opt	1 60¢	2 00	Ferri Chloridum	50¢	50									
Xanthoxylum	75¢	80	Theobroma	15¢	20	Gentian	50¢	50									
						Gentian Co.	50¢	50									
Balsamum			Bi-Carb	15¢	18	Guaiac	50¢	50									
Copalba	50¢	55	Bichromate	13¢	15	Guaiac ammon	50¢	50									
Peru	40¢	45	Bromide	52¢	57	Hyoscyamus	50¢	50									
Terabin, Canada	40¢	45	Carb	12¢	15	Iodine	50¢	50									
Tolutan	40¢	45	Chlorate .po. 17 @ 19	16¢	18	Iodine, colorless	50¢	50									
			Cyanide	35¢	40	Kino	50¢	50									
Cortex			Iodide	2 40¢	2 50	Lobelia	50¢	50									
Abies, Canadian	18¢	18	Potassa, Bitart, pure	28¢	30	Myrrh	50¢	50									
Cassia	12¢	12	Potassa, Bitart, com.	15¢	15	Nux Vomica	50¢	50									
Cinchona Flava	12¢	12	Potass Nitras, opt.	75¢	10	Opil	50¢	50									
Eunomus atropurp.	30¢	30	Potass Nitras	6¢	8	Opil, comphorated	50¢	50									
Myrica Cerifera, po.	12¢	12	Prussiate	23¢	26	Opil, deodorized	50¢	50									
Prunus Virgin	12¢	12	Sulphate po.	15¢	18	Quassia	50¢	50									
Quillaia, gr'd	12¢	12				Rhatany	50¢	50									
Sassafras .po. 15	12¢	12	Radix			Rhei	50¢	50									
Ulmus .po. 15, gr'd	15¢	15	Aconitum	20¢	25	Sanguinaria	50¢	50									
			Althea	22¢	25	Serpentaria	50¢	50									
Extractum			Anchusa	10¢	12	Stromonium	50¢	50									
Glycyrrhiza Glabra	24¢	25	Arum po.	20¢	25	Tolutan	50¢	50									
Glycyrrhiza, po	28¢	30	Calamus	20¢	25	Valerian	50¢	50									
Hematox, 15 lb. box	11¢	12	Gentiana .po. 15	12¢	15	Veratrum Veride	50¢	50									
Hematox, 1s.	13¢	14	Glycyrrhiza .pv. 15	16¢	18	Zingiber	50¢	50									
Hematox, 1/2s.	14¢	15	Hydrastis Canaden.	75¢	80												
Hematox, 1/4s.	16¢	17	Hydrastis Can. po.	75¢	80												
			Heliolebe, Alba, po.	12¢	15												
Ferru			Imula, po.	4 25¢	4 35												
Carbonate Preep.	15¢	15	Ipecac, po.	4 25¢	4 35												
Citrate and Quinia	2 25¢	2 25	Iris plox .po. 35 @ 38	35¢	40												
Citrate Soluble	75¢	75	Jalap, pr.	25¢	30												
Ferrocyanidum Sol.	40¢	40	Maranta, 1/2s.	22¢	25												
Solut. Chloride	15¢	15	Podophyllum, po.	75¢	1 00												
Sulphate, com'l, by	80¢	80	Rhei	75¢	1 00												
bbl, per cwt.	7	7	Rhei, cut	75¢	1 00												
Sulphate, pure	7	7	Rhei, pv	75¢	1 00												
			Spigelia	35¢	38												
Flora			Sanguinaria .po. 15	16¢	18												
Arnica	14¢	16	Serpentaria	40¢	45												
Anthemis	22¢	25	Senega	60¢	65												
Matricaria	30¢	35	Smilax, officialis H.	10¢	12												
			Smilax, M.	10¢	12												
Folia			Scilla .po. 35	10¢	12												
Barosma	25¢	30	Symplocarpus, Foti-	75¢	1 00												
Cassia Acutifol, Tin-	20¢	25	duis, po. 35	75¢	1 00												
nevelly	20¢	25	Valeriana, Eng. po. 30	16¢	18												
Cassia, Acutifol, Alx.	25¢	30	Valeriana, German	15¢	20												
Salvia officialis, 1/2s	12¢	12	Zingiber a	12¢	16												
Uva Ursi	8¢	10	Zingiber j.	25¢	27												
Gummi			Anisum .po. 15	13¢	15												
Acacia, 1st picked	65¢	65	Apium (graveolens)	40¢	6												
Acacia, 2d picked	65¢	65	Bird, 1s.	11¢	12												
Acacia, 3d picked	65¢	65	Carul .po. 18	1 25¢	1 75												
Acacia, sifted sorts	45¢	65	Cardamon	80¢	10												
Acacia, po.	12¢	14	Coriandrum	4	5												
Aloe, Barb. po. 18 @ 20	12¢	14	Cannabis Sativa	75¢	100												
Aloe, Cape .po. 15.	6¢	12	Cydonium	10¢	12												
Aloe, Socotri. po. 40	6¢	12	Chenopodium	1 00¢	1 10												
Ammoniac	55¢	60	Dryelix Chlorate.	70¢	9												
Assafetida .po. 30	28¢	30	Foenugreek, po.	3 1/2	4 1/2												
Benzoinum	50¢	55	Lini	40¢	4 1/2												

GROCERY PRICE CURRENT

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

ADVANCED

Cheese
Star Lobster
Package Coffee
Tomatoes Currants

DECLINED

Gallon Apples
California Canned Goods
Flour

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.
Arctic 12 oz. ovals 80
Arctic pints, round 1 20

BAKING POWDER

Home
1 lb. cans 3 doz. 45
1 lb. cans 3 doz. 75
1 lb. cans 1 doz. 1 00
Bulk 10

Arctic
6 oz. Eng. Tumblers 90

Egg
1/2 lb. cans, 4 doz. case 3 75
1/2 lb. cans, 2 doz. case 3 75
1 lb. cans, 1 doz. case 3 75
5 lb. cans, 1 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
1/2 lb. cans per doz 75
1 lb. cans per doz 1 20
1 lb. cans per doz 2 00

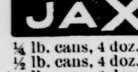
Home
1/2 lb. cans, 4 doz. case 35
1/2 lb. cans, 4 doz. case 55
1 lb. cans, 2 doz. case 90

JAXON

1/2 lb. cans, 4 doz. case 45
1/2 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
1/2 lb. cans 1 30
6 oz. cans 1 80
1/2 lb. cans 2 40
1 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 oz. 40
Large, 2 doz. 75
Arctic, 4 oz. per gross 4 00
Arctic, 8 oz. per gross 6 00
Arctic, 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 00
Parlor Gem 2 05
Common Whisk 95
Fancy Whisk 1 25
Warehouse 3 75

CANDLES

Electric Light, 88 12
Electric Light, 168 12 1/2
Paraffine, 68 11 1/2
Paraffine, 128 12 1/2
Wicking 20

CANNED GOODS

Apples
3 lb. Standards 80
Gallons, standards 2 30

Blackberries
Standards 75

Beans
Baked 75 21 30
Red Kidney 75 21 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

Hominy
Standard 85

Lobster
Star, 1/2 lb. 1 85
Star, 1 lb. 3 40
Picnic Tails 2 35

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

Mushrooms
Hotels 18 20 20
Buttons 22 25 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 @ 2 75
Sliced 1 35 @ 2 25

Pumpkin
Fair 65
Good 75
Fancy 85

Raspberries
Standard 90

Salmon
Columbia River 1 95 @ 2 00
Red Alaska 1 40
Pink Alaska 1 00

Shrimps
Standard 1 50

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

Strawberries
Standard 85
Fancy 1 25

Succotash
Fair 90
Good 1 00
Fancy 1 20

Tomatoes
Fair 90
Good 95
Fancy 1 15
Gallons 2 45

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

CHEESE
Acme @ 10 1/2
Amboy @ 10
Carson City @ 9 1/2
Elsie @ 11
Emblem @ 10 1/2
Gem @ 10 1/2
Gold Medal @ 9 1/2
Ideal @ 10
Jersey @ 10
Riverside @ 10
Brick 11 @ 12
Edam @ 90
Leiden @ 117
Limburger 10 @ 11
Pineapple 50 @ 75
Sap Sago @ 18

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

Vienna Sweet 21
Vanilla 28
Premium 31

CHICORY
Bulk 5
Red 7

COCOA

Webb 30
Cleveland 41
Epps 42
Van Houten, 1/2 lb. 12
Van Houten, 1/4 lb. 38
Van Houten, 1/8 lb. 38
Van Houten, 1/16 lb. 70
Colonial, 1/2 lb. 35
Colonial, 1/4 lb. 33
Huyler 45
Wilbur, 1/2 lb. 41
Wilbur, 1/4 lb. 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. 35 00
Lubetsky Bros. Brands.
B. L. \$33 00
Gold Star 35 00
Phelps, Brace & Co.'s Brands.
Royal Tigers 55 @ 80 00
Royal Tigarettes 55 @ 80 00
Vineente Portondo 35 @ 70 00
Rube Bros. Co. 25 @ 70 00
Hilson Co. 35 @ 110 00
T. J. Dunn & Co. 35 @ 70 00
McCoy & Co. 35 @ 70 00
The Collins Cigar Co. 10 @ 35 00
Brown Bros. 15 @ 70 00
Bernard Stahl Co. 35 @ 90 00
Banner Cigar Co. 10 @ 35 00
Seldenberg & Co. 55 @ 125 00
Fulton Cigar Co. 10 @ 35 00
A. B. Ballard & Co. 35 @ 175 00
E. M. Schwarz & Co. 35 @ 110 00
San Telmo 35 @ 70 00
Havana Cigar Co. 18 @ 35 00
C. Costello & Co. 35 @ 70 00
LaGora-Dee Co. 35 @ 70 00
S. I. Davis & Co. 35 @ 185 00
Hene & Co. 35 @ 90 00
Benedict & Co. 7 50 @ 70 00
Hemmett Cigar Co. 35 @ 70 00
G. J. Johnson Cigar Co. 35 @ 70 00
Maurice Sanborn 50 @ 175 00
Rock & Co. 65 @ 300 00
Manuel Garcia 80 @ 375 00
Neuva Mundo 85 @ 175 00
Henry Clay 85 @ 150 00
La Carolina 96 @ 200 00
Standard T. & C. Co. 35 @ 70 00
H. Van Tongeren's Brand.
Star Green 35 00

COFFEE

Roasted
A.C. HIGH GRADE COFFEES

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

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

Santos
Common 11
Fair 14
Choice 15
Fancy 17
Peaberry 13

Maracaibo
Fair 12
Choice 12
Fancy 13

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

Arbuckle 14 00
Jersey 14 00

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

Substitutes
Crushed Cereal Coffee Cake
12 packages, 1/2 case 1 75
24 packages, 1 case 3 10

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

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

CONDENSED MILK
4 doz in case.
Gall Borden Eagle 6 75
Gall Borden Eagle 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 @ 6 1/2
Evaporated, 50 lb. boxes 6 1/2 @ 7

California Fruits
Apricots @ 10
Blackberries @ 10
Nectarines @ 11
Peaches 9 @ 11
Pears 7 1/2
Pitted Cherries 7 1/2
Prunelles 7 1/2
Raspberries 8 1/2
California Prunes
100-120 25 lb. boxes @ 4 1/2
90-120 25 lb. boxes @ 5
70-90 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
1/2 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 7 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
Corsecan 12

Currents
Patras, cases 7
Cleaned, bulk 8 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 10

FARINACEOUS GOODS
Beans
Dried Lima 6 1/2
Medium Hand Picked 2 25 @ 35
Brown Holland 6 1/2

Cereals
Cream of Cereal 90
Grain-O, small 1 35
Grain-O, large 1 35
Grape Nuts 1 35
Postum Cereal, small 1 35
Postum Cereal, large 2 25

Farina
14 1 lb. packages 1 25
Bulk, per 100 lbs. 3 00
Haskell's Wheat Flakes 3 00
36 2 lb. packages 3 00

Hominy
Barrels 2 50
Flake, 50 lb. drums 1 00
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50

Pearl Barley

Common 2 30
Chester 2 30
Empire 2 90

Grits

Walsh-DeRoo Co.'s Brand.



24 2 lb. packages 2 00
100 lb. kegs 2 30
100 lb. barrels 2 70
100 lb. bags 2 90

Peas

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

Rolled Oats

Rolled Avena, bbl. 3 85
Steel Cut, bbl. 4 00
Monarch, 1/2 bbl. 5 55
Monarch, 1/4 bbl. 1 95
Quaker, cases 20

Sago

German 4
East India 3 1/2

Tapioca

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

Wheat

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

FLAVORING EXTRACTS
DeBoe's
Vanilla D. C. 2 oz 1 10 4 oz 1 80
Lemon D. C. 2 oz 70 4 oz 1 35
Van. Tonka 2 oz 75 4 oz 1 45

FOOTE & JENKS' JAXON
Highest Grade Extracts

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

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

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

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

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

JENNINGS' JAXON
FLAVORING EXTRACTS

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

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

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

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

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

HERBS
Sage 15
Hops 15

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

JELLY
5 lb. pails 1 90
15 lb. pails 42
30 lb. pails 70

LICORICE
Pure 30
Calabria 25
Stelly 14
Root 10

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

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

MOLASSES

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

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

PAPER BAGS
Satchel Union Square
Bottom 28 53
1 34 66
2 44 88
3 54 1 08
4 66 1 36
5 76 1 68
6 90 1 84
7 1 06 2 16
8 1 28 2 58
10 1 38 2 82
12 1 60 3 32
14 2 24 4 48
16 2 34 4 86
20 2 52 5 40

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

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

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

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

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

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

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

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

SALT
Diamond Crystal
Table, cases, 24 3 lb. boxes 1 40
Table, barrels, 100 3 lb. bags 2 85
Table, barrels, 40 7 lb. bags 2 50
Butter, barrels, 250 lb. bulk 2 60
Butter, barrels, 20 14 lb. bags 2 60
Butter, sacks, 28 lbs. 27
Butter, sacks, 56 lbs. 62

Common Grades
100 3 lb. sacks 2 15
60 5 lb. sacks 2 05
28 10 lb. sacks 1 95
56 lb. sacks 4 00
28 lb. sacks 22

Warsaw
56 lb. dairy in drill bags 30
2

SALT FISH		SALT FISH		Grains and Feedstuffs		Fresh Meats		Candies	
Cod		Scotch, in bladders.		Wheat		Beef		Stick Candy	
Georges cured.	@ 5	Macaboy, in jars.		Old Wheat.	75	Carcass.	6 1/2 @ 8	Standard.	bbis. pails
Georges genuine.	@ 5 1/2	Rappee, in jars.		New Wheat.	72	Forequarters.	5 1/2 @ 8	Standard H. H.	@ 8
Georges selected.	@ 5 1/2	SODA		Winter Wheat Flour		Hindquarters.	9 @ 9 1/2	Standard Twist.	@ 8 1/2
Grand Bank.	@ 6 1/2	Boxes.	5 1/2	Local Brands		Loins No. 3.	10 @ 14	Cut Loaf.	@ 9
Strips or bricks.	6 @ 9	Kegs, English.	4 1/2	Patents.	4 50	Ribs.	10 @ 14	Jumbo, 32 lb.	@ 7 1/2
Pollock.	@ 3 1/2	SUGAR		Second Patent.	4 00	Rounds.	@ 8	Extra H. H.	@ 10 1/2
Halibut.		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.		Straight.	3 80	Chucks.	5 1/2 @ 5	Boston Cream.	@ 10
Strips.	14	Butter Plates		Clear.	3 25	Plates.	4 @ 5	Beet Root.	@ 8
Chunks.	15	Clothes Pins		Graham.	3 75	Pork		Mixed Candy	
Herring		Mop Sticks		Buckwheat.	4 50	Dressed.	@ 6 1/2	Grocers.	@ 6 1/2
Holland white hoops, bbl.	11 00	Pails		Rye.	3 25	Loins.	@ 6 1/2	Competition.	@ 7 1/2
Holland white hoops, 600.	6 00	2-hoop Standard.		Subject to usual cash discount.		Boston Butts.	@ 7 1/2	Special.	@ 7 1/2
Holland white hoop, keg.	75	3-hoop Standard.		Flour in bbls., 25c per bbl. additional.		Shoulders.	@ 7 1/2	Conserve.	@ 8 1/2
Holland white hoop mch.	85	2-wire, Cable.		Ball-Barnhart-Putman's Brand		Leaf Lard.	@ 7 1/2	Royal.	@ 8 1/2
Norwegian.		1-wire, Cable.		Diamond 1/8s.	4 00	Mutton		Ribbon.	@
Round 100 lbs.	3 60	Cedar, all red, brass bound.		Diamond 1/4s.	4 00	Carcass.	7 1/2 @ 9	Broken.	@
Round 40 lbs.	1 75	Paper, Eureka.		Diamond 1/2s.	4 00	Spring Lambs.	@ 12	Cut Lard.	@ 9
Sealed.	1 50	Fibre.		Worden Grocer Co.'s Brand		Veal		English Root.	@ 9
Bloaters.	1 60	Tubs		Quaker 1/8s.	3 95	Carcass.	8 @ 9	Kindergarten.	@ 9 1/2
Mackerel		20-inch, Standard, No. 1.		Quaker 1/4s.	3 95	Provisions		French Cream.	@ 9 1/2
Mess 100 lbs.	17 00	18-inch, Standard, No. 2.		Quaker 1/2s.	3 95	Barreled Pork		Dandy Pan.	@ 10
Mess 40 lbs.	7 10	16-inch, Standard, No. 3.		Spring Wheat Flour		Mess.	@ 12 50	Hand Made Cream	@ 15 1/2
Mess 10 lbs.	1 85	20-inch, Dowell, No. 1.		Clark-Jewell-Well's Co.'s Brand		Back.	@ 14 50	Nobby.	@ 13
Mess 8 lbs.	1 51	18-inch, Dowell, No. 2.		Pillsbury's Best 1/8s.	4 65	Clear back.	@ 14 25	Crystal Cream mix.	@ 13
No. 1 100 lbs.	15 00	16-inch, Dowell, No. 3.		Pillsbury's Best 1/4s.	4 55	Short cut.	@ 14 25	Fancy-In Bulk	
No. 1 40 lbs.	6 30	10-inch, Dowell, No. 1.		Pillsbury's Best 1/2s.	4 45	Pig.	@ 17 00	San Bias Goodies.	@ 12
No. 1 10 lbs.	1 05	16-inch, Dowell, No. 3.		Pillsbury's Best 3/4s.	4 45	Bean.	@ 11 00	Lozenges, plain.	@ 1/2
No. 2 100 lbs.	9 50	No. 1 Fibre.		Pillsbury's Best 1/8 paper.	4 45	Family.	@ 14 75	Lozenges, printed.	@ 1/2
No. 2 40 lbs.	4 10	No. 2 Fibre.		Ball-Barnhart-Putman's Brand		Dry Salt Meats		Choc. Drops.	@ 11 1/2
No. 2 10 lbs.	1 10	No. 3 Fibre.		Duluth Imperial 1/8s.	4 70	Bellies.	8 1/2	Eclipse Chocolates.	@ 14 1/2
No. 2 8 lbs.	91	Wash Boards		Duluth Imperial 1/4s.	4 50	Briskets.	8	Choc. Monuments.	@ 14
Trout		11 in. Butter.		Lemon & Wheeler Co.'s Brand		Extra shorts.	7 1/2	Gum Drops.	@ 5
No. 1 100 lbs.		13 in. Butter.		Duluth Imperial 1/8s.	4 70	Smoked Meats		Moss Drops.	@ 9 1/2
No. 1 40 lbs.		15 in. Butter.		Worden Grocer Co.'s Brand		Hams, 12 lb. average.	@ 11 1/2	Lemon Sours.	@ 65
No. 1 10 lbs.		17 in. Butter.		Laurel 1/8s.	4 75	Hams, 16 lb. average.	@ 10 1/2	Peppermint Drops.	@ 60
No. 1 8 lbs.		19 in. Butter.		Laurel 1/4s.	4 45	Hams, 20 lb. average.	@ 10 1/2	Chocolate Drops.	@ 65
Whitefish		Assorted 13-15-17.		Laurel 1/2s.	4 55	Ham dried beef.	@ 12 1/2	H. M. Choc. Drops.	@ 80
No. 1 100 lbs.	2 50	Assorted 15-17-19.		Laurel 3/4s.	4 55	Shoulders (N. Y. cut)	@ 7 1/2	H. M. Choc. Lt. and	
No. 1 40 lbs.	30 3 10	YEAST CAKE		Laurel 1/8s.	4 55	Bacon, clear.	9 @ 10	Dk. No. 12.	@ 90
No. 1 10 lbs.	3 90	1 doz. 1 gallon cans.		Laurel 1/4s.	4 55	California hams.	@ 7 1/2	Gum Drops.	@ 30
No. 1 8 lbs.	85 40	1 doz. 1/2 gallon cans.		Laurel 1/2s.	4 55	Boneless hams.	@ 7 1/2	Licorice Drops.	@ 75
8 lbs.	75 71 35	1 doz. 1/4 gallon cans.		Laurel 3/4s.	4 55	Boiled hams.	@ 11	A. B. Licorice Drops.	@ 50
SEEDS		Pure Cane		Laurel 1/8s.	4 55	Boiled hams.	@ 12 1/2	Lozenges, plain.	@ 65
Anise.	9	Fair.	16	Laurel 1/4s.	4 55	Berlin Hams.	@ 9	Lozenges, printed.	@ 55
Canary, Smyrna.	4	Good.	20	Laurel 1/2s.	4 55	Mince Hams.	@ 9	Imperial.	@ 60
Caraway.	8	Choice.	25	Laurel 3/4s.	4 55	Lards-In Tierces		Mottos.	@ 60
Cardamom, Malabar.	60	TABLE SAUCES		Laurel 1/8s.	4 55	Compound.	6 1/2	Cream Bar.	@ 55
Celery.	10	LEA & PERRINS' SAUCE		Laurel 1/4s.	4 55	Kettle.	7 1/2	Molasses Bar.	@ 55
Hemp, Russian.	4 1/2	The Original and Genuine Worcestershire.		Laurel 1/2s.	4 55	Vegetable.	6 1/2	Hand Made Creams.	80 @ 90
Mixed Bird.	4 1/2	Lea & Perrin's, large.		Laurel 3/4s.	4 55	55 lb. Tubs. advance	8 1/2	Cream Buttons, Pep.	
Mustard, white.	5	Lea & Perrin's, small.		Laurel 1/8s.	4 55	50 lb. Tubs. advance	7 1/2	and Wint.	@ 65
Poppy.	10	Half, large.		Laurel 1/4s.	4 55	50 lb. Tins. advance	7 1/2	String Rock.	@ 5
Rape.	4 1/2	Half, small.		Laurel 1/2s.	4 55	20 lb. Pails. advance	3 1/2	Burnt Almonds.	1 25 @ 5
Cuttie Bone.	15	Salad Dressing, large.		Laurel 3/4s.	4 55	10 lb. Pails. advance	3 1/2	Wintergreen, berries	@ 58
SPICES		Salad Dressing, small.		Laurel 1/8s.	4 55	5 lb. Pails. advance	1 1/2	Caramels	
Whole Spices		TEA		Laurel 1/4s.	4 55	3 lb. Pails. advance	1	No. 1 wrapped, 3 lb. boxes.	55 @ 60
Allspice.	12	Japan		Laurel 1/2s.	4 55	Sausages		Penny Goods.	@ 50
Cassia, China in mats.	25	Sundried, medium.		Laurel 3/4s.	4 55	Bologna.	5 1/2	Fruits	
Cassia, Batavia, in bund.	25	Sundried, choice.		Laurel 1/8s.	4 55	Liver.	6	Oranges	
Cassia, Saigon, broken.	38	Sundried, fancy.		Laurel 1/4s.	4 55	Frankfort.	7 1/2	Fancy Navels.	@
Cassia, Saigon, in rolls.	38	Regular, medium.		Laurel 1/2s.	4 55	Pork.	7 1/2	Extra Choice.	@
Cloves, Ambony.	17	Regular, fancy.		Laurel 3/4s.	4 55	Blood.	9	Late Valencia.	4 50 @ 4 75
Cloves, Zanzibar.	14	Regular, choice.		Laurel 1/8s.	4 55	Tongue.	6	Seedlings.	@
Mace.	55	Regular, medium.		Laurel 1/4s.	4 55	Headcheese.	6	Med. Sweets.	@
Nutmegs, 75-80.	50	Regular, fancy.		Laurel 1/2s.	4 55	Beef		Jamaicas.	@
Nutmegs, 105-10.	40	Regular, choice.		Laurel 3/4s.	4 55	Extra Mess.	10 75	Lemons	
Nutmegs, 115-20.	35	Regular, fancy.		Laurel 1/8s.	4 55	Boneless.	11 00	Strictly choice 300s.	@ 6 00
Pepper, Singapore, black.	15 1/2	Basket-fired, medium.		Laurel 1/4s.	4 55	Rump.	11 00	Strictly choice 300s.	@ 6 25
Pepper, Singapore, white.	23	Basket-fired, choice.		Laurel 1/2s.	4 55	Pigs' Feet		Fancy 300s.	@ 6 50
Pepper, Cayenne.	16 1/2	Basket-fired, fancy.		Laurel 3/4s.	4 55	Kits, 15 lbs.	80	Ex. fancy 300s.	@ 6 75
Pepper, shot.	16 1/2	Siftings.		Laurel 1/8s.	4 55	1/4 bbls., 40 lbs.	1 50	Extra Fancy 300s.	@ 6 50
Pure Ground in Bulk		Fannings.		Laurel 1/4s.	4 55	1/2 bbls., 80 lbs.	2 75	Bananas	
Allspice.	16	Gunpowder		Laurel 1/2s.	4 55	Tripe		Medium bunches.	1 75 @ 2 00
Cassia, Batavia.	28	Moyné, medium.		Laurel 3/4s.	4 55	Kits, 15 lbs.	70	Large bunches.	2 00 @ 2 25
Cassia, Saigon.	48	Moyné, choice.		Laurel 1/8s.	4 55	1/4 bbls., 40 lbs.	1 25	Foreign Dried Fruits	
Cloves, Zanzibar.	17	Moyné, fancy.		Laurel 1/4s.	4 55	1/2 bbls., 80 lbs.	2 25	Figs	
Ginger, African.	18	Moyné, fancy.		Laurel 1/2s.	4 55	Casings		California, Fancy.	@ 10
Ginger, Cochin.	18	Moyné, fancy.		Laurel 3/4s.	4 55	Pork.	20	Cal. pkg. 10 lb. boxes.	@ 8
Ginger, Jamaica.	25	Moyné, fancy.		Laurel 1/8s.	4 55	Beef rounds.	3	Extra Choice, 10 lb. boxes, new Smprna	@ 12
Mace.	65	Moyné, fancy.		Laurel 1/4s.	4 55	Beef middles.	10	Fancy, 12 lb. boxes new	@ 13
Mustard.	18	Moyné, fancy.		Laurel 1/2s.	4 55	Sheep.	60	Imperial Mikados, 18 lb. boxes.	@
Pepper, Singapore, black.	25	Moyné, fancy.		Laurel 3/4s.	4 55	Butterine		Pulled, 6 lb. boxes.	@
Pepper, Singapore, white.	25	Moyné, fancy.		Laurel 1/8s.	4 55	Rolls, dairy.	13 1/2	Imports, in bags.	@ 5 1/2
Pepper, Cayenne.	20	Moyné, fancy.		Laurel 1/4s.	4 55	Rolls, creamery.	13	Dates	
Pepper, shot.	16 1/2	Moyné, fancy.		Laurel 1/2s.	4 55	Solid, creamery.	18 1/2	Fards in 10 lb. boxes	@ 8
STARCH		Moyné, fancy.		Laurel 3/4s.	4 55	Canned Meats		Fards in 60 lb. cases.	@ 6
Kingsford's Corn		Moyné, fancy.		Laurel 1/8s.	4 55	Corned beef, 2 lb.	2 45	Persians, P. H. V.	@ 5
40 1-lb. packages.	6 1/2	Moyné, fancy.		Laurel 1/4s.	4 55	Corned beef, 14 lb.	17 50	lb. cases, new.	@ 5
40 1-lb. packages.	6 3/4	Moyné, fancy.		Laurel 1/2s.	4 55	Roast beef, 2 lb.	2 45	Sairs, 60 lb. cases.	@ 5
6 lb. packages.	7 1/2	Moyné, fancy.		Laurel 3/4s.	4 55	Potted ham, 1/4s.	85	Nuts	
Kingsford's Silver Gloss		Moyné, fancy.		Laurel 1/8s.	4 55	Potted ham, 1/2s.	85	Almonds, Tarragona	@ 17
40 1-lb. packages.	7	Moyné, fancy.		Laurel 1/4s.	4 55	Deviled ham, 1/4s.	85	Almonds, Alcala,	@
6 lb. boxes.	7 1/2	Moyné, fancy.		Laurel 1/2s.	4 55	Deviled ham, 1/2s.	85	soft shelled.	@ 15 1/2
Common Corn		Moyné, fancy.		Laurel 3/4s.	4 55	Deviled ham, 3/4s.	85	Brazils, new.	@ 7
20 1-lb. packages.	4 1/2	Moyné, fancy.		Laurel 1/8s.	4 55	Deviled ham, 1/2s.	85	Filberts.	@ 13
40 1-lb. packages.	4 1/2	Moyné, fancy.		Laurel 1/4s.	4 55	Deviled ham, 1/4s.	85	Walnuts, Greenoles.	@ 13
Common Gloss		Moyné, fancy.		Laurel 1/2s.	4 55	Potted tongue, 1/4s.	85	Walnut, soft shelled	@ 15
1-lb. packages.	4 1/2	Moyné, fancy.		Laurel 3/4s.	4 55	Potted tongue, 1/2s.	85	California No. 1.	@ 13
3-lb. packages.	4 1/2	Moyné, fancy.		Laurel 1/8s.	4 55	Oils		Table Nuts, fancy.	@ 12 1/2
6-lb. packages.	5	Moyné, fancy.		Laurel 1/4s.	4 55	Barrels		Table Nuts, choice.	@ 11
40 and 50-lb. boxes.	3 1/2	Moyné, fancy.		Laurel 1/2s.	4 55	Eocene.	@ 12	Pecans, Med.	@ 10
Barrels.	3 1/2	Moyné, fancy.		Laurel 3/4s.	4 55	Perfection.	@ 10 1/2	Pecans, E. Large.	@ 12 1/2
STOVE POLISH		Moyné, fancy.		Laurel					

Getting the People

Some Good Advertising and Some Not So Good.

R. Schomberger, of Central Lake, sends in an advertisement for criticism. It is nicely displayed and well worded, but it lacks the most important element—prices. It seems a great pity that an advertisement otherwise so good should be spoiled in this way. If Mr. Schomberger had mentioned in his advertisement the prices of his carpets, shoes and clothing, it would have been far better and made an advertisement that would have attracted customers.

Gavin W. Telfer sent in an advertisement that is nearly all prices and one that would be decidedly good if it were a little better displayed. The type used in the top two lines of his heading is a style that should have been thrown into the melting pot a long time ago and this spoils the appearance of the advertisement to a great extent. If Mr. Telfer had used the display shown in Mr. Schomberger's advertisement, he would have had an advertisement beyond criticism.

Holmes Bros. have used ten inches, double column, in which to place their name and the words "neat, nobby hats"—a most unwarranted piece of extravagance. White space is a good thing in an advertisement and it assuredly helps to make it stand out, but of what avail is making an advertisement stand out if the reading matter contains nothing that will give the reader any information about the goods advertised? Descriptions and prices are the only things that will sell goods and the arrangement of type and white space is only an advantage when it helps to make the descriptions and prices more prominent.

Cogswell & Moyer, of Mulliken, use too many styles of type in their advertisement, give too few prices, and mention too many different lines. An advertisement should talk of only as many things as it is possible to treat fully and completely within the space occupied—otherwise it degenerates, as in this case, to a mere list of the goods sold.

H. B. Lester & Co. have sent in one of their last winter's advertisements for criticism, and in this connection I would like to say that I should prefer to receive recent advertisements, rather than those out of date. This column, while it is intended to help those whose advertisements are criticised, is also intended to help all of my readers and it is therefore necessary that I should receive and criticise advertisements which are up to date and in season. Lester & Co.'s advertisement is not very well displayed, but quotes prices liberally and that feature covers a multitude of sins. With a little more attention to the selection of type it would have been considerably improved.

The advertisement of Williams, the jeweler, is an illustration of display gone mad. The display lines "You run" and "Watch you buy of us" mean absolutely nothing to the reader. As I have said before, display has a definite purpose and that purpose is to indicate to the reader the subject of the advertisement. The advertisement in question is a good general talk, but should have been supplemented by a description of

some particularly attractive watch together with the price.


J. W. Sheppard talks generalities and winds up inviting the public to give him a chance to show his hand. Why doesn't he show it in the papers? If, as he claims, he can satisfy the public as to quality and price of goods, why doesn't he come out and do so? I never read an advertisement of that kind without feeling that the advertiser is for some reason afraid to quote his prices, and I believe that nearly every one who reads advertising feels this way when reading advertisements full of generalities without any prices. Look at the matter in this light: If you have to telephone to a man in a distant town where the rates are high, you are apt to sit down before you send the message and figure out very carefully just exactly what you are going to say. You are not going to talk to him about the weather or about the Chinese situation, but you are going to boil down your message into the fewest possible words and the most forcible ones. Where you are paying a couple of dollars a minute for conversation you are going to be careful to say as much as you can in the minute and say it as forcibly as you can. This is precisely the same as advertising. You have a message to get before your readers. It is a message which means business to you. Naturally, then, you want to say what you have to say as forcibly as possible, avoiding generalities and trivialities and adhere to the sort of talk that is likely to bring business. It is this that counts and it is the only thing that counts in advertising.

The Fair has sent in a highly sensational advertisement. Personally, I do not like it. The heading, "The Bloody Cut Shows the Gash," would deter me from ever going into the store at all. Every time I think of that store I think of a slaughter house and this impression is likely to be made upon a great many of the readers of the advertisement. It is all right to be sensational in advertising, but it is unwise to make advertising repulsive or disgusting. This advertisement might have done in the good old days in the Far West when every man went around with a suspicious-looking bunch in his hip pocket and a Bowie knife in his belt. It would probably have chimed in with the blood-thirsty character of that period. In these days, however, people do not like to hear of blood and carnage and the advertisement is, therefore, a trifle too fiery and forcible. There is a happy medium between prosy dullness and rampant sensationalism—a fact which the advertising man of the Fair doesn't seem to appreciate.

W. S. Hamburger.

In New South Wales the state takes upon itself the charge of destitute children, with a view to removing them from the evil influences to which they would otherwise inevitably be exposed. This has been effected by the establishment of a children's relief board, which, since it commenced operations in 1881, with twenty-four boys and thirty-five girls, has been productive of an incalculable amount of good. During the eighteen years of its existence the board has dealt with no fewer than 9,053 children.

Chicago's health department officials are considering the advisability of resuming the use of sulphur as a disinfectant and abandoning formaldehyde. There is no doubt about the efficacy of the latter, but it is believed that its use is attended with danger on the part of those employing it.



WE CARRY GRAIN BAGS.

DRY GOODS. CLOTHING. BOOTS AND SHOES. FURNISHING GOODS. CARPETS, ETC.

CARPETS

Special prices Fri., Sat. and Mon.

I have just added to my immense stock of dry goods, clothing, boots and shoes, a large line of carpets. These I bought by chance at a very low figure and intend to give the people prices on them that were never heard of here before. These are all new and of the latest patterns. Also a large line of matting that will go with the carpets.

SHOES

JUST ARRIVED—A large lot of shoes which I will sell at a very low price. These are very nice and of all kinds of styles. They are a help and a treat to a poor shoe, and I will guarantee satisfaction.

Friday, Saturday and Monday

We will give special low prices on Grain Leather Shoes and Clothing. The way our line of children's clothing is moving proves we have got what the trade wants. It is complete. Child's vests suits from 3 to 8 years, boys' two piece from 6 to 16 years, child's wash suits from 3 to 10 years. Men's coats and suits, all sizes. Don't fail to see them. Being a stranger in town I want you to come in and get acquainted and find out for yourselves that we are selling goods at prices that are different from those you have been used to.

R. SCHOMBERGER,
Main Street, Central Lake, Mich.

WE CARRY GRAIN BAGS.



Special Thirty Days' House Cleaning Sale!

All Summer Goods and Odds and Ends to be Sold at Greatly Reduced Prices.



SHOE DEPARTMENT.

44 pair Baby's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

110 pair Women's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

10 pair Women's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

10 pair Men's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

11 pair Men's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

44 pair Boys' \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

44 pair Youth's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

CLOTHING DEPARTMENT.

ALL OUR 100 MEN'S AND YOUTHS' SUITS \$1.00

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44 pair Youth's \$1.00 and \$2.00 Black Shoes, sizes 11 to 12, your choice \$1.00

GAVIN W. TELFER.

Shoe Store 302 Michigan Avenue. Clothing Store 304 Michigan Avenue.

Holmes Brothers.

NEAT NOBBY HATS

New Goods!

Just Received a Lot of New Goods Fresh From The Mills.

Shirt Waists

A large assortment of the Newest and Neatest Styles and Colors.

White Dress Goods

A lot more just received. They can't help but please you. A big assortment to select from.

Dimities, Lawns, Prints, etc

A lot more just received. New in color and design.

New Line of Wrappers

New Patterns at 1.00. All kinds cheaper than you can make them.

New Line of Linen and Fancy Skirts.

Hammocks

Get one now to enjoy your spare moments during the warm season. All Prices.

Candles, Bananas, Oranges, Lemons and Strawberries.

Best Line of CIGARS in Town.

No Cheap ones in Stock.

We Have Gasoline. Clippers, Sunlight Spring Water Filter.

Finest Canned Goods. Croquet Sets Just in.

We pay 12c for Eggs and 14c for Butter.

COGSWELL & MOYER.
MULLIKEN. - MICH

"The Fair"

"The MOST and BEST for Your DOLLAR."

The Bloody Cut Shows the Gash!

With the Clean Sweep Sale which was such a success, but by no means emptied our store, we thought of adding the **Bloody Cut** clause, and mention a few items which will prove that we want to clean up!

WE ARE BOUND TO CLEAN UP--we must!

Those who were benefited by our **Clean Sweep Sale** up to date, know that we are aiming for one object—that is, to make room! We are building galleries, cutting prices—anything to make room! We will need it for the Fair, as we intend to show a complete line in every branch and in every department. Besides the regular **Clean Sweep Sale**, which will last another week, and the prices on our goods which are so low, we will make the **Bloody Cut!** Everything cheaper than the prices this week. Besides, we will mention a few prices for the benefit of the man:

HERE THEY ARE!

...They are Yours!

YOUR MONEY'S WORTH YOU WANT—HERE THEY ARE!...

DUCK COATS.

Good weight duck, rubber in collar, \$1.00

The best duck coat in the market for \$1.00, most practical, made of through rubber, rubber back and lining. Overcoat. Very heavy duck coat. Made new lining, regular fit, \$1.00

PANTS.

All wool Kersy Fair for \$1.00

The best for \$1.00, most practical, made of through rubber, rubber back and lining. Overcoat. Very heavy duck coat. Made new lining, regular fit, \$1.00

These Prices are Special—Won't Last Long.

Look at our All-wool Suits for \$6.00.

Just what you want for business, they are worth \$7.50. We have not got much to tell you about all our lines, but it will say you to look us over. We have got all those nobby stripe and check Worsted—double breasted, silk faced suits.

WE WILL SELL

800 NEW LEWIS COLLARS 1c each

600 AT 2 CENTS EACH.

All other known brands, no matter what kind, at 10 cents.

Your choice of any Straw Hat which we will lay out in the window for

10 Cents!

It is too bulky, too late in the season—they must go!

MEN'S BLACK HOSE - 3 Cents per Pair.

TOO MANY ON HAND!

Everything in our store in proportion—

Clothing, Dry Goods and Shoes.

We are using the knife on everything. Call in, it will pay you!

"The Fair,"

The Store for the People.

You Run

No risk whatever in buying a watch from us. We guarantee to give you a watch that will run for years.

Watch You Buy of us,

We want you to know that we are selling the best quality watches at the lowest prices. We want you to know that we are selling the best quality watches at the lowest prices. We want you to know that we are selling the best quality watches at the lowest prices.

When You Come to Think it Over,

You will agree with us that it pays to trade with a reliable dealer in watches. We will give you a watch that will run for years. We will give you a watch that will run for years. We will give you a watch that will run for years.

We want you to know

that we are selling a new watch every day in the year that we can sell you at the lowest price. We want you to know that we are selling a new watch every day in the year that we can sell you at the lowest price. We want you to know that we are selling a new watch every day in the year that we can sell you at the lowest price.

J. W. Sheppard, GROCER.

Advises Caution in Speculative Tea Buying.

R. N. Hull in Ohio Merchant.

It will be well for the dealers not to listen too attentively to any stories that may be told to them as to the advisability of laying in an undue quantity of tea for future demand, based on the uprising in the Chinese empire. That is a pretty large country and the desire will still be with the celestials to find a market for a product that will be produced right along with but little inter-

ruption. The teeming millions of that country are not all warriors, and even if they all go on the warpath the women and children can pick all the leaves that this country will need outside of the shipment from Japan. A too intense desire to speculate might lead to disastrous results.

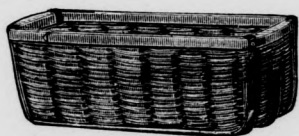
A nice kind of a person is one who does not hold you responsible to-day for what you said yesterday.

Modern Marvel! Our Leader



Put up in 3 doz. boxes and sold at \$10 per gross. Retail at 10c per bar straight. Trial order solicited through any wholesale grocer. Thirty samples given with each box.

Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand. We make all kinds.

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

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich



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.

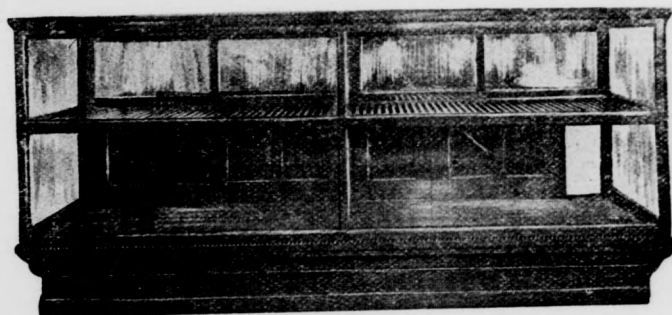
DeYoung & Schaafsma,
Manufacturers' and Importers' Agents,

Office and Show Rooms:
112 Monroe St., Grand Rapids, Mich.

RIGHT NOW

Is the time to lay in a fresh stock of spices as prices are sure to advance with the coming of the canning season. The N. R. & C. brand of spices are the best manufactured and conform with the pure food laws of Michigan in every respect. Made only by

NORTHROP, ROBERTSON & CARRIER
LANSING, MICHIGAN



Manufacturers of all kinds of interior finish, counters, show cases, grills, fret-work, mantles, stair work, desks, office fixtures, church work, sash and doors. Write for prices and estimates to the

McGRAFT LUMBER CO., Muskegon, Michigan

STOP!

Don't use those Old Money Wasters; they are eating the very heart and core out of your business, they are absolutely stealing your profits from under your very eyes. Old out of date pound and ounce scales are simply ruinous---don't use them. Have you ever heard of the MONEY WEIGHT SYSTEM? It leads all the systems for saving. Write to us.

Our scales are sold on Easy Monthly Payments.

THE
COMPUTING SCALE CO.,
DAYTON, OHIO.



Using Children as a Means of Increasing Business.

The importance of doing little things well has never been shown more fully than during the past year in one of the grocery stores of this city. The proprietor of the store in question, having important interests elsewhere, has placed the store during the past two or three years in charge of a manager, who was permitted to use his own discretion in many things connected with the running of the store. A little over a year ago the proprietor placed a new manager in charge of the store, which at that time was doing a pretty heavy business. Under the new management the margin of profits, the grade and variety of stock have been kept the same as they previously were, and to all outward appearance the store and its methods are the same as they were before the new manager came.

But the business of the store shows an improvement of over \$300 per week, as the result of practically two things: Whatever work the clerks do the manager satisfies himself by inspection that it is as well done as it can be done. If anything is done in an indifferent manner it must be done over in the right manner. This result is secured by showing the clerks in a careful, kindly way where their mistakes are, how to avoid them in the future and the importance of doing everything right that is worth doing at all.

But the most important thing that has led to the improvement is the care and attention given by the manager to the children coming to the store. While the volume of business was heavy, it was all permanent local trade, there being practically no opportunity for transient trade, and the new manager realized at once the importance of giving special attention to the little ones who came to buy goods for their parents, and he made a point of waiting on as many of them himself as possible.

If a child came into the store and became confused in telling what it was sent for, he would speak kindly to it, and gain the child's confidence by helping it, through suggesting various articles. Parents soon learned that that store was a safe one to send their children to, and many a busy mother when unable to go to the store herself would send a child there for what she wanted, even although there were other stores nearer home, because she knew there would be practically no chance of the child bringing home something else than what it was sent for, and that the child would also be waited on promptly.

This method of treating children is in strong contrast with the treatment they receive in many stores where they are frequently sent home without anything but an impudent message if the child experiences any difficulty in telling what it was sent for.

In such cases as this it is not alone the disappointment in not getting what is sent for that is displeasing, but a mother will naturally construe the offensive manner in which her child is treated as a direct personal affront to herself, while on the other hand she will be equally as ready to acknowledge and appreciate any kindness shown to her children as kindness shown to herself.

Every person of intelligence knows there is no surer or quicker way to reach a mother's heart than through her little ones, and as a grocer's business leads him into direct dealing with women almost entirely in selling goods, he should take advantage of everything coming

his way that will make his store as pleasing as possible to every woman whose trade he wants. While the results obtained by the manager in question are undoubtedly influenced by his carefulness in other things as well, he unhesitatingly lays particular stress upon the importance of treating children well, and the result of his efforts proves how well directed they are.—John Joseph Quinn in *Grocery World*.

Tea May Be Grown Here.

From the Boston Herald.

The raising of tea may easily become an important question to nations that have a soil adapted to its culture, as the result of the disorganization in China. The bulk of the world's supply comes from this latter country, but there is tea production in Japan and Ceylon also. Japanese tea is pretty well defined in the American markets, and is approved there. We do not understand that it has yet been fully established that tea can not be grown in the United States. Experiments made in that direction have not been persisted in, presumably on account of the inferiority of the article to the better tea grown in China, and the ease of access to Chinese tea. But much inferior tea imported from that nation is used in this country, and it is fair to assume that we can raise as good a leaf as is a considerable portion of that which is accepted because it is Chinese tea here. Skill in curing the leaves has to do with their quality, and American enterprise should be equal to improving tea culture in that respect as well as in adapting soil to its production.

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 at 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

Deep Disgrace.

"I believe," said the police judge, who was in a garrulous mood that morning, owing to the presence of an extra number of reporters; "I believe you are entirely lost to the sense of shame."

"Please, Your Honor," said the frowzy specimen before him, "you got another tink 'comin'." Dis is de first time since de year of de World Fair I've got so loaded dat one copper could take me in all by hisself. I never was so 'shamed in all me days."

Value of Convenient Books of Reference.

It is a good idea to have in the store a good book on book-keeping and business methods, which may be taken up at intervals and read or consulted upon occasion. It is surprising how much valuable knowledge may be picked up in this way. The book should be left where your clerk may also look at it now and then. A careful and studious perusal from beginning to end might not seriously injure either you or him.

China proper is about half the size of the United States, leaving out Alaska and the Indian territory, and has about five and a half times the inhabitants. The Chinese Empire is about as big as the United States including Alaska and adding Mexico. It contains close to six times as many inhabitants as the United States. It is nearly 1,000,000 square miles larger than all Europe, and contains about the same population.

An ingenious Frenchman has invented a tobacco pipe which has a whistle in the stem in order to enable the smoker to summon a cab without taking the pipe from his mouth. The inventor thinks that when his device shall be put upon the market people will wonder how they ever got along without it.

His Only Way of Escape.

Mr. Tawdle—I wish you wouldn't interrupt me every time I try to say something. Do I ever break in when you are talking?

Mrs. Tawdle—No, you wretch! You go to sleep!

An Eye to the Main Chance.

Bobbs—My wife told me last night that I was the smartest man on earth.

Dobbs—Huh. She was talking through her hat.

Bobbs—Oh, no. She was talking for her hat.

Like Tennyson's Brook.

"My wife," boasted the happy young Benedict, "is an open book to me."

"Mine, too," declared the old married man. "I can't shut her up."

Genuine Intellectuality.

"What is your idea of an intellectual woman?"

"One who can say good-bye to a friend without holding the screen door open twenty minutes."

Business Wants

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

BUSINESS CHANCES.

WANTED—CLEAN STOCK OF DRY goods or general merchandise or a good location for a new stock. Address D. J., care Michigan Tradesman. 459

FOR SALE—GOOD HOTEL, FEED BARN, one-half acre ground, splendid well and cistern. All conditions, near depot. Good location for livery. Sickness cause for selling. For particulars address Andrew Miller, Vicksburg, Mich. 458

FOR SALE—WHOLE OR PART INTEREST in a safe and promising manufacturing business. Capital required, \$2,000 to \$5,000. Excellent opening for energetic young man with some means. Address No. 456, care Michigan Tradesman. 456

FOR SALE—A GOOD, FIRST-CLASS CONFECTIONERY, ice cream and restaurant business in a good booming city of 25,000 on the Lake Shore; doing a good business. The only store of the kind in the city. Will sell very, very cheap, on account of ill health. Address G. care Michigan Tradesman. 455

A BARGAIN IN ONE OF THE BEST HARDWARE STOCKS IN CENTRAL MICHIGAN; INVOICES \$15,000. Address Stone, care Michigan Tradesman. 454

FOR SALE—BEST PAYING BAKERY BUSINESS in Grand Rapids, Michigan. R. M. Ferguson, Widdicombe Building. 461

WANTED—TO PURCHASE A DRUG store in Michigan. Must be well located. Address No. 463, care Michigan Tradesman. 463

DRUG STOCK FOR SALE IN TOWN OF 25,000 population; stock clean; a bargain to cash purchaser; no cut prices; good reason for selling. Address Wm. Slater, care Daily Telegraph, Kalamazoo, Mich. 462

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 drivable 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 drivable 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

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 \$3,000; cash business last year \$2,000; 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—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

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—DRUG CLERK, REGISTERED or assistant. State age, experience and salary wanted. Mead Drug Co., Escanaba, Mich. 460

WANTED—REGISTERED ASSISTANT pharmacist having experience in general merchandise. Address, stating age, married or single, salary expected, etc., No. 457, care Michigan Tradesman. 457

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

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.

OLD
RELIABLE
B
CIGAR
ALWAYS
BEST.

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 KLAP; Treasurer, J. GEORGE LEHMAN

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

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

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

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

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

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. CUDDIHY; Secretary, W. H. HOSKING.

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

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

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

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

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBEL; Secretary, L. J. KATZ; 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 4:30p *11:50p
Ar. G. Rapids, 12:30a 1:25p 5:00p 10:40p *6:20a

Milwaukee Via Ottawa Beach.
Lv. G. Rapids, every day..... 10:10pm
Ar. Milwaukee..... 6:30am
Lv. Milwaukee..... 9:30pm
Ar. G. Rapids, every day..... 6:55am

Traverse City and Petoskey.
Lv. Grand Rapids 12:40a 7:55a 1:55p 5:30p
Ar. Traverse City 4:55a 1:15p 6:10p 10:45p
Ar. Petoskey 6:25a 4:10p 9:00p

Trains arrive from north at 3:45am, 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.
Lv. Grand Rapids..... 7:55am 1:55pm 5:30pm
Ar. Ludington..... 12:05pm 5:20pm 9:25pm
Ar. Manistee..... 12:28pm 5:50pm 9:55pm

Detroit and Toledo Trains.
Lv. Grand Rapids..... 7:10am 12:05pm 5:30pm
Ar. Detroit..... 11:40am 4:05pm 10:05pm
Ar. Toledo..... 12:35pm
Lv. Toledo..... 7:20am 11:55am 4:15pm
Ar. Detroit..... 8:40am 1:10pm *5:15pm
Ar. Grand Rapids..... 1:30pm 5:10pm 10:00pm

Saginaw and Bay City Trains.
Lv. Grand Rapids..... 7:00am 5:20pm
Ar. Saginaw..... 11:50am 10:12pm
Ar. Bay City..... 12:20pm 10:46pm
Ar. from Bay City & Saginaw 11:55am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.
Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on day trains; sleepers on night trains.
*Every day. Others week days only.

June 17, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway 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 Cin.	+ 7:10am	+ 9:40pm
Kalamazoo and Ft. Wayne.	+ 1:50pm	+ 1:50pm
Kalamazoo, Ft. Wayne Cin.	+ 9:45pm	+ 10:15pm
Kalamazoo and Vicksburg.	+ 12:30pm	* 3:55am
Kalamazoo	* 6:00pm	* 7:00am
9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.		

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

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

Muskegon Trains.
GOING WEST.
Lv. Grand Rapids..... +7:35am +1:53pm +5:40pm
Ar. Muskegon..... 9:00am 3:10pm 7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 6:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon..... +8:10am +12:15pm +4:00pm
Ar. Grand Rapids..... 9:30am 1:30pm 5:20pm
+Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass'r and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry.

Best route to Manistee.
Via 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

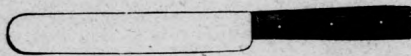
INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,380
invoices..... \$2 00

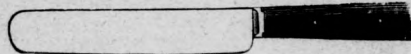
Tradesman Company
Grand Rapids, Mich.

First Quality Table Knives and Forks

Up-to-Date Styles



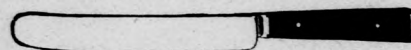
No. 10 Knife and Fork. Redwood handle.



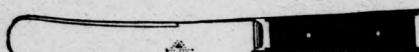
No. 20 Knife and Fork. Redwood handle.



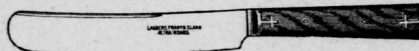
No. 30 Knife and Fork. Redwood handle.



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

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

The Whittier Broom Co.

Grand Rapids, Mich.

Manufacturers of all kinds of high grade

Brooms

Why ARE OUR BROOMS BETTER than of the ordinary manufacturers?

1. Because they are made by "UNION LABOR," insuring good workmanship.
 2. Because they are made by the best improved machinery, insuring uniformity.
 3. Because they have the elastic spring action, made by our improved dry kiln.
- 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. NOT IN THE TRUST.



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.

Our new line of

Holiday Goods

will soon be ready. Watch for announcement.

Kinney & Levan

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Cleveland, Ohio

Bryan Show Cases

Always please Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.