

Your Choice of 3 Assortments Decorated English 10-Piece Toilet Sets

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.

Do You Believe in Signs?

Then sign your name to a letter requesting us to send you fifteen hundred ROYAL TIGERS and TIGERETTES and a twelve, fifteen, eighteen or twenty foot sign handsomely painted in oil colors, with your name in red, to put across the front of your building. It brings new business and livens up the old trade. Don't delay, send your order at once.

Phelps, Brace & Co., Detroit, Mich.

The Largest Cigar Dealers in the Middle West

Carolina Brights Cigarettes "not made by a trust"

F. E. BUSHMAN, Manager



FALL TERM

Begins September 3.

Fourteen Departments

Send for catalogue.

W. N. Ferris,
Principal and Proprietor.

USE
THE CELEBRATED

Sweet Loma

FINE
CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (*Against the Trust.*)

"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.

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.

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.



MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, AUGUST 8, 1900.

Number 881

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

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

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

Commercial Credit Co.
Private Credit Advice
Collections and Commercial Litigation
GRAND RAPIDS, MICH.
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 hearing 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.

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GENERAL TRADE REVIEW.

The second half year starts out with more encouraging features than could be expected at the midsummer period. The long reaction in unduly inflated prices seems to have reached a level at which buyers seem satisfied, and activity is manifested to an unexpected degree. The later stock market reports show renewed weakness and dulness, but this is sufficiently explained by the intensely heated term. The earlier days of the month showed more strength than for several weeks and some issues made advances which are being held. While speculative buying is still dull, it is to be noted that many standard dividend payers are being taken up by investors and are disappearing from the market. All transportation earnings make favorable showings as compared to last year except that the unusually high price of wheat and corn has interfered with export movement enough to affect the granger lines sufficiently to have their net earnings exceeded by the corresponding period of 1899. The financial outlook continues favorable notwithstanding the fact that the long talked of gold export begins this week with a shipment of \$1,000,000. The surprise has been that with our abundance and the war needs of the Old World we have not been called on before this.

Two satisfactory points are brought out by the detailed official report of foreign commerce for the year ending June 30, aside from the gain in aggregate and the heavy trade balance in favor of this country. Exports of manufactured articles increased to \$432,284,366, or 31.54 per cent. of the total, and imports of raw materials or articles only partially manufactured constituted 45.98 per cent. of all receipts. To the total of manufactured products exported may properly be added about \$70,000,000 worth of flour and cornmeal, which are included with breadstuffs. These figures indicate that American workmen are getting a bigger proportion of the world's business than ever before, and greater prosperity among employes in the manufacturing towns and cities

means a corresponding benefit to the whole country. Instead of being only the world's principal farm, plantation and mine, this country has become the manufacturer, securing the profit of grinding its wheat into flour, spinning its cotton into cloth and making machinery of its iron.

Conditions of manufacture in the iron trades have become such that the high prices of recent months can never be maintained. The inertia of the impetus given by the Spanish war gave the pendulum a tremendous swing, carrying it well out of the world's markets. Buying simply stopped as fast as emergency needs permitted until, now that normal conditions are restored, activity is again manifested in spite of the unfavorable season. Many contracts are being closed which appear to have been waiting for a proper basis until demands of business brought prompt closing at reasonable prices.

Following the recent concession in woolen prices there is a fair business in lightweight wools and prices are better than a year ago at this time. The trade in wool is more active than in recent weeks, but shows unfavorably in comparison with last year. Cotton is down to 9½c and its manufactures are generally weaker.

INTERNATIONAL JEALOUSIES.

Stories of the contentions and jealousies among the military representatives of the nations gathered on the Chinese coast, with the avowed intention of rescuing the imprisoned foreign Ambassadors at Peking, are astonishing the civilized world.

Never before in the whole history of civilization has there been such an example of outrage by any nation upon an entire corps of foreign representatives, whose persons, ever since there were foreign embassies, have been held sacred and inviolable. It ought to be the first and most urgent care of all the nations interested to rescue the prisoners, and afterward consider questions of precedence and particular interest. Instead of that, they are engaged in shameful squabbles growing out of national and personal jealousies. The situation resembles the state of affairs that existed among the forces of every Crusade for the deliverance of the Holy Land from the Saracen infidels. Michaud, the historian, declares that, "in the immense crowd of Crusaders, no count, no prince, deigned to receive orders from anyone." They were engaged in what was then considered the grandest and noblest enterprise possible; but, through jealousies and selfish contentions, all came to naught! Will that be the fate of the movement against Peking?

When high and uncomfortable collars have women by the throat they are not inclined to let go.

The man who is selling at cost usually figures the cost high enough to leave a little profit.

The yellow man of China has been added to the white man's burden.

THE PUSH CART OF DECAY.

The New York papers are finding fault with a practice which is confined by no means to New York—the selling of bad fruit. An inspector of that city announced his determination to put a stop to the evil, but, finding the undertaking too great, has ceased his efforts and the papers are complaining about it.

Nothing is further from the purpose than the discouragement of a vendor's attempt to make a living, but when that living is to be secured by a trade having a direct tendency to endanger the lives of customers, public opinion is "down" on the pushcart traffic, and it ought to be. That the whole business is the nuisance it is sometimes pronounced to be does not necessarily follow. A man with a pushcart can sell good fruit from it and should receive every encouragement in pushing that line of honest trade; but that is not the complaint. It is the selling of fruit after it has become worthless as a food product that leads to mischief.

A walk of three blocks revealed half a dozen carts loaded with fruit wholly unfit to eat. The peaches were hard and green, the bananas were rotten, the tomatoes were not ripe and the pears were mush except the hard places left by the insect which had ruined them before they fell from the tree; yet these carts were surrounded by buyers in the shape of little children, who were eating this fruit which, even if given away, should not be eaten. The streets of Denver are resounding to-day with the cries of the dago, shouting his worthless fruit. Omaha is enduring the same evil. Chicago is alive with the unmasked vendor and his vile load; and so all along the line, from San Francisco to New York, the push cart of decay is selling at a good round sum a repulsive source of disease.

The attempt of the New York inspector should end in success. His fellow laborers in other parts of the world should be equally fortunate. Every cartload of rottenness should be forced to follow a straight line to the dump, and the pusher thereof should be summarily punished as a promoter of disease. In no surer way can the health of a community be served than by seeing to it that the food it eats be pure—sound and ripe, if it be fruit. Cleanliness, too often a matter of indifference, is equally overlooked by these cart peddlers. From the rising of the sun to the going down of the same they have little to do with water, and soap, to the worshipper of St. James, in Italy or out of it, is too often an unknown article. With these two qualifications looked out for—good fruit and clean fruit—the pushcart can go on its way rejoicing, and the pusher, a blessing to the community, should receive every encouragement. Failure on his part to meet these required conditions should receive prompt attention and the inspector who for any reason is faithless to his trust should be made to give way to a successor who not only understands his business but does his duty. The inspector is no less a guardian of public health than the physician, and if an ounce of prevention is worth a pound of cure, he, in the same ratio, can be looked upon as a worthy officer and one holding a prominent place in the public regard.

Window Dressing

Striking Effects Produce the Most Satisfactory Results.

You want to make your window novel, don't you? Sit down and think. Original ideas come only from study. There are few inspirations in this day and age. Think of all the show windows you ever saw and try to get an idea as different from them as possible. There are some good thoughts in every man's head if he will dig them out.

Each season of the year suggests a variety of trims. The Fourth of July brings red, white and blue bunting, flags and firecrackers. Christmas times are fraught with good cheer and brotherly love.

There is nothing very romantic nor patriotic connected with the midsummer weeks, so you are at a loss how to enlist your thinking machine with the season. Why not make the hot weather itself a strong feature?

Get a big thermometer. Place it in the center of your window. Write a card in bold red letters: As the Mercury goes up Prices go Down!

Put in attractive array some goods, the prices of which are marked very low, and you will have a window which ought to catch the eye. On a hot day people are naturally attracted to a thermometer. They want to know "how high she is." See the point?

A window at Springfield, Missouri, during the week of the National Guard encampment had every element of patriotism combined with striking originality. The floor was covered with sawdust. Nothing striking about that, you say. Well, this sawdust was dyed red, white and blue. It was put down in regularly aligned streaks converging from a common center, widening gradually to the outer ends. The arrangement made a wheel of the National colors as the foundation. The walls were of tissue paper the same color adorned with large red rosettes with a round center piece of white with the letters "N. G. M." The shoes shown were tans high and low cuts arranged on nickel stands highly polished. By night this window was a thing of beauty, being brilliantly lighted by an arc lamp overhead, the rays coming down through the soft yellow globe.

The expense of a window of this class, aside from the nickel fixtures, would perhaps amount to \$2.50. All that was required was a sack of sawdust, some dyes, a few yards of tissue paper, a little patience and a good eye for beauty.

The man who put in his window a hen and twelve chickens was a genius. It is true there is no more ordinary, every day affair to some people than a hen and her brood, but the very audacity of the thing struck people. The man who does bold, startling things is the man who gets to the front with both feet. Anything to attract attention to a show window aside from that which might offend will leave a good impression. Of course if a man should put a skeleton or rattlesnake in his window the effect would be bad, but anything pleasing to the senses or some comical feature will cause people to linger and talk.

If you are carrying on a clearance sale and have a lot of cheap stuff put a long narrow table on the sidewalk and put on it a portion of the stock. Mark a large sign and place above the table with the

price plainly shown. Passers-by will be attracted by the very cheapness of the stuff and will stop to look it over, picking carefully for the best values. It's a sure thing if one person stops to look at an object on the street there will be another and still another until finally a crowd gathers. Here is your best advertisement. A throng of people, pushing, pulling, hauling and craning their necks in front of your store is worth a page advertisement in your paper.

Not long ago the writer was in one of the largest cut-price houses in the country and heard the manager say to one of the men: "Get some more of that cheap stuff up and put it in the sidewalk display, they have about cleaned up what we had out there." And it was a fact. The bargain hunters would pick out the goods they wanted and hand it with the price to a clerk. No wrapping or checking was done. They simply took what they wanted of the cheap stuff and went their ways rejoicing in having secured such bargains.

Read the best articles obtainable on the subject of window dressing. Get some good works by experts and post yourself on the many details necessary to good display. There are a number of excellent books written on the subject. Several experts have made a specialty of instructing novices in this line.

The Value of Location.

Every city and town has its favorite business locations which men strive to secure. The whole history of that place has advertised it and made it famous. There are other business locations which are shunned because of not being what men want. People will not come to these places, and business will not prosper. It is equal to a large investment for advertising to have a popular location. That is why high rents are commanded in some districts. That is why a landlord is interested in keeping up the character of the business in his building. Some men consider the difference in rent, and economize on that item and put it into advertising, in the hope that they can bring the unpopular place up to a more popular standard. If the location is unfavorable, it will take a great deal of advertising energy to overcome that disadvantage. Every business man has some special reason why he should keep up his advertising effort. His investment demands it, and he can not afford to pass by the important matter.

Avoid Monotony in Advertising.

There's small profit in advertising everything in your store in one day. That is, it is better to use your space for a few lines of goods each day in the week than to fill it with the whole invoice every day.

The great desert would not be so bad if there was not so much of it. It is monotony that is the great weariness.

You need not necessarily insist that you have special sales every day, unless you do, but you can give some good reason for the extra qualities and prices you offer, and why you are offering special lines on special days. More than this: If you advertise many kinds of goods in one day, your space may be crowded full of small type and will not be read. When some one or two lines of goods are advertised people who want these will be on hand to secure them. It is not improbable that they will be reminded of other things they want. At least they will be when those other things are to be seen, and your work is half done.

The Penalty of Fame.

"I'm up against it now," exclaimed the congressman from Missouri.

"How so?"

"This paper has printed my indorsements of McDuffey's whisky and the gold cure on the same page."

It is not because the

Advance

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

The Bradley Cigar Co.,

Manufacturers of

Hand W. H. B. Made

10 cents

Greenville, Mich.

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

Write us when in the market.

Kalamazoo Kase & Kabinet Co.,

Kalamazoo, Mich.

Business Bringing Booklets

We make a specialty of writing, designing, engraving and printing commercial literature of the kind that is attractive and convincing.

Tradesman Company
Grand Rapids

DELIVERING GOODS.

Customers Impressed by Promptness and Neatness in Wrapping.

One of the most important matters of detail in business is the wrapping and delivery of goods to customers. It should be the aim of the merchant to make a favorable impression upon his customers at every point of his intercourse with them. The last impression should be as favorable as the first and it depends on the delivery department of the store whether it shall be so or not. Well packed, neatly wrapped and firmly tied bundles are particularly appreciated by large shoppers and country people who come long distances, and very often a customer who is hesitating as to which store to patronize will be finally determined by the methods of delivery of one store as compared with another. It is a matter of importance to the dealer that all goods shall reach their destination in the best possible condition, so that they may make as favorable an impression on the customer on being unpacked as they did when seen in stock. An attractive wrapping of goods enhances their value and very often is the means of preventing discontent and annoying returns or exchanges of goods.

The time and character of deliveries is another matter of importance. Goods ought never to be delivered at a late hour of the night unless it is requested by the customer. People are often irritated and annoyed by deliveries about bedtime and a feeling is created that is not a profitable one for the merchant.

One leading house in this city pays particular attention to the selection of men for delivery work. The manager argues that they are the best representatives of the house to make an impression on the customer and that therefore they should be courteous and prepossessing in their address. He pays particular attention to having his men deliver goods in such a way that customers are saved all annoyance and that every person coming in contact with the delivery man shall gain a favorable impression of the house from his appearance and manners. Intemperate, uncleanly and rude men ought no more to be sent out to deliver goods than to be set to wait on customers. The whole delivery staff of a store should be made to understand that it is an advertisement for the store, and that the establishment can not afford to advertise its want of consideration for its patrons by having rude and inconsiderate people in its employ.

Methods of wrapping goods for delivery deserve more attention than they receive. A merchant should consider how every bundle sent out from his store can be made an advertisement for the establishment, as well as display the quality of the goods sold. Clothing sent out by Rogers, Peet & Co. is wrapped carefully in tissue paper and placed in a substantial pasteboard box, which has on the inside of the cover printed directions and plates showing how to fold garments. Such a box people will preserve and often use for years, while every time it is opened it is an advertisement for the house that sent it out. When it is remembered that a permanent advertisement is placed in each patron's house in this manner, the extra expense of well-made, handsome boxes is seen to be a wise one, for every housewife is ready to keep a good box of handsome appearance. The same idea can be applied with advantage in the furnishing goods trade. Boxes for

shirts, neckties, handkerchiefs and hosiery are a convenience and a permanent advertisement and, if well made, are kept and utilized. Of course, it is unnecessary to say that any advertisements printed on such boxes should be printed in plain type on the bottom or inside.

While the most sensible paper for wrapping goods is the inconspicuous manila, yet colored wrapping paper can often be used to advantage. Very often delicate fabrics must be wrapped in a double thickness of paper to insure their protection. In such a case the inner sheet can be a colored paper in some shade which furnishes an attractive ground for the display of the goods. A judicious selection and use of shades will go far to advertise the good taste in color combinations and the quality of the goods of a house. Wove cover paper, 20x25, is excellent for this purpose. It is a good idea for the dealer to have a simple, neat trademark which he can print on every sheet of paper that leaves his store. This, with his name and address in simple type, may be as much of an advertisement as he can use on his wrappers. If the trademark is a familiar one, very often it alone, printed a sufficient number of times on the paper, will be an excellent advertisement for his business. Any boxes stamped with this design will at once be recognized as from him and it can often be used where printed matter would be unavailable. By selecting some common flower or figure he associates his business with that flower or figure in the mind of every person in the community, and thus enlists the fields and streets in his service as advertisers.—Apparel Gazette.

The Value of Novelty in Window Displays.

If the pharmacist can get hold of some curious relic and display it in his window he is sure to have it attract attention. Not long ago W. A. Reeves, of Cambridge, Mass., had in his window an old bronze mortar 257 years old. Mr. Reeves has possessed the aged relic as an heirloom for many years. It is somewhat in the shape of an urn, with a handle at each side, and stands about eight inches in height. It is finely hammered, and the ornamentation done by some patient workman over two and a half centuries ago might well excite the envy of the bronze workers of the present time. Above the intricate series of designs upon the lower part of the utensil there runs a narrow band inscribed as follows: "Lof Godt Van Al. 1643." This inscription means "Love God Above Everything," and the reason for its use here was that the mortar was made during the Christian wars in England, when religious sentiment ran high.



The Lightning Fruit Jar

Is a perfect self-sealer. It is simple in fastening and does not wear out.

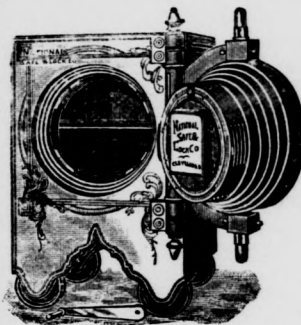
Write us.

Patented Jan. 5, '75.
Re-issued June 5, '77.
Patented Apr. 25, '82.

W. S. & J. E. GRAHAM, Agents,

149-151 Commerce St.,
Grand Rapids, Mich.

Safes



It requires no argument to convince a business man that he needs a good fire-proof safe, so we will not take up your valuable time with a useless amount of talk. We simply wish to say that if you want a safe that is a safe in every sense that the word implies that we have it and the price is right too. If you have a safe and it is not entirely satisfactory we will take it off your hands in exchange for a new one.

Estimates furnished on all kinds of safe and vault work.

The National Safe and Lock Co.

129 Jefferson Ave.,

Detroit, Mich.

W. M. HULL, Manager.



**PAULSON'S
PEERLESS
PENCIL
IN**

Can be fastened "any old place" and always holds the pencil. Retails 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.

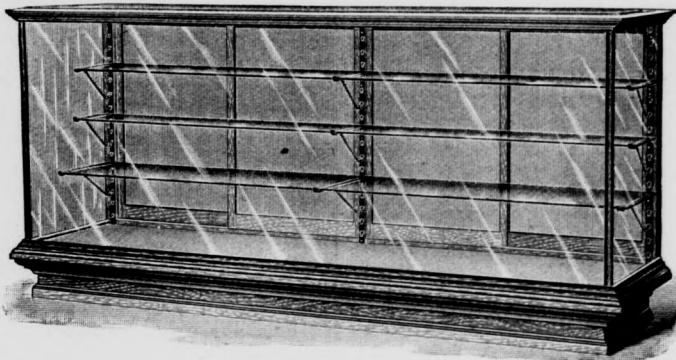
**Simple
Account File**

**Simplest and
Most Economical
Method of Keeping
Petit Accounts**

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

Tradesman Company,
Grand Rapids.

OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list.

BRYAN SHOW CASE WORKS, Bryan, Ohio

WORLD'S BEST

S.C.W.

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

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

Around the State

Movements of Merchants.

Caro—Frank Mallory has purchased the grocery stock of Jos. R. Mason.

Ann Arbor—Miss Fasbough has sold her millinery stock to Miss Ann O'Neil.

Union City—R. F. Watkins has sold his grocery and crockery stock to L. H. Lee.

Grand Ledge—M. P. Beach has engaged in the dry goods, shoe and grocery business.

Pontiac—Beattie & Tobias succeed Beattie Bros. in the plumbing and bicycle business.

Algonac—T. Satovsky & Co., dealers in general merchandise, have removed to Marine City.

Hartford—Thompson & Son have purchased the boot and shoe stock of Volney E. Manley.

Linden—Howard W. Scott, dealer in tobacco and confectionery, has sold out to Chas. M. Howe.

Three Rivers—S. G. Chard, of Grand Rapids, has purchased the hardware stock of A. Stetler.

Three Oaks—E. G. Hamlin has purchased the hardware and implement stock of J. Chatterson.

Somerset Center—Mrs. W. VanAllen has purchased the millinery stock of Mrs. Ada McCourtier.

Benton Harbor—J. N. Osborn & Son succeed Osborn & Wenman in the grocery, flour and feed business.

Whittemore—Edward Williams continues the grocery business formerly conducted by Williams & Hunt.

Owosso—The grocery and meat firm of Mosely & Russell has dissolved partnership, Mr. Russell succeeding.

Kalkaska—Mrs. H. C. Swafford has purchased the confectionery stock of Henry Flieschauer and will add a line of baked goods.

Jackson—C. R. Loucks has leased the store building recently occupied by the Taylor bazaar, and will engage in the bazaar business.

Charlotte—Frank J. Curtis, whose grocery stock was consumed in the recent fire, has refitted his store building and added a new stock of goods.

Jackson—Terry & Brewer, coal and wood dealers, have purchased the Parmelee mill property adjoining them and will convert same into a feed mill.

Ann Arbor—Geo. Miller, formerly of the shoe firm of Wahr & Miller, has purchased the shoe stock of Wm. C. Reinhart, at 212 South Main street.

Battle Creek—J. T. Geddes has sold his stationery and book stock to E. C. Fisher & Co., of Adrian, who will continue the business at the same location.

Lansing—The Michigan Produce Co., wholesale dealer in hay, straw, etc., has nearly completed a large warehouse at Mason and will soon erect another at Grand Ledge.

St. Johns—Mrs. Z. M. Glaspie, of Parshallville, has purchased the candy kitchen here of F. A. VanAuken, instead of T. D. Glaspie, as stated in last week's issue.

Union City—Milo Odren has sold his interest in the market at the South end to his partner, John Finley, and will devote his entire attention to his Hammond street market.

Sault Ste. Marie—W. A. Rudell, formerly of the firm of Rudell & Conway, has opened a drug store in the Greeley building, at the corner of Ashmun and Ridge streets. R. P. Summerville, of Minneapolis, has been engaged as prescription clerk.

Ann Arbor—Wm. C. Reinhart, who has been in the shoe business in this city for the past seventeen years, has sold out to George Miller, formerly of the firm of Wahr & Miller.

Butternut—Geo. Banton, who has been employed by the Rockafellow Grain Co., at Vickeryville, has purchased J. S. Dennis' interests at this place, taking possession immediately.

Muskegon—Dr. J. Bedard, whose drug store was destroyed in the fire at Fruitport, has removed to this city and purchased the Viaduct Pharmacy, corner Beidler street and Washington avenue.

Belding—W. F. Bricker anticipates making a change in his business arrangements, joining the dry goods and ladies' furnishings with the ladies' and children's shoes in one store, and men's and boys' shoes with the clothing stock in the other.

Saginaw—F. C. Achard, one of the stockholders of the Saginaw Hardware Co., is about to remove to this city from Owosso, where he has conducted a hardware business for several years. He will become actively associated with the local concern.

Reed City—M. W. Brown, who has been interested for the past two or three years in the periodical business in J. Scheidegger & Son's jewelry store, has closed the deal with E. A. Rupert for the purchase of his fruit, confectionery, ice cream and candy store fixtures.

Nashville—A. S. Mitchell, who for the past nine years has conducted a clothing, hat, shoe and men's furnishing goods business at this place, has sold the stock and store building to O. M. McLaughlin, who will take possession Sept. 1. Mr. Mitchell expects to make Grand Rapids his home in the near future.

Niles—Mrs. Inez Tyler, of this place, dealer in millinery, who operated a branch store at Dowagiac last spring for a short time, has been compelled to transfer her stock to the wholesale house of Reed Brothers, of Cleveland. Mrs. Tyler has been in Niles since last fall, and her business career here has been very unsuccessful.

Douglas—Russell Taylor, the Saugatuck merchant, has purchased from Geo. L. Ditcher his half interest in the two lots on the corner, just west of the Douglas House. It is proposed to organize a stock company with \$30,000, with which to erect a brick block on these lots in Douglas and carry on a large department store, bank, etc. Mr. Taylor hopes to interest a number of wealthy men in the plan.

Traverse City—W. R. Miller, who has been running a fruit and confectionery store in McCoy's old stand, has discontinued business. He took a chattel mortgage lease of the premises of J. M. Huellmantel and a disagreement arose over certain repairs and Miller declined to pay the rent until the matter was adjusted. As a consequence, Mr. Huellmantel took possession of the stock and fixtures and removed them from the building.

Menominee—The business of the late firm of the A. Dudley Cycle Works will hereafter be conducted by the newly incorporated corporation of the A. Dudley Manufacturing Co., with a capital stock of \$10,000. The manufacture of bicycles, bicycle specialties, tools and general machine work will be continued. The company has just received letters patent on a new improved pipe wrench, which will be manufactured and put upon the market at once.

Manufacturing Matters.

Detroit—The Michigan Malleable Iron Works has increased its capital stock from \$200,000 to \$300,000.

Detroit—The Detroit Leather Goods Manufacturing Co. has been organized with a capital stock of \$10,000. The incorporators are J. C. McThoy, Jennie C. McThoy and R. M. Brownson.

St. Louis—The St. Louis creamery plant has been sold to Eugene Caywood, who will move it to Vincent Corners, where a stock company will operate a cheese factory.

Sebewaing—The Sebewaing Creamery Co. has recently been organized at this place by A. Beach, F. Schmitt, W. Wildman, of this place, and M. Kam, of Kalamazoo. The capital stock is \$4,950.

Saginaw—The Wylie Manufacturing Co., doing business on Germania avenue the last five years and engaged in the manufacture of shirts, pants and overalls, filed a trust mortgage to-day running to J. M. Wylie to secure creditors. The business will be closed up and the assets used to pay creditors, there being enough to do this. The liabilities are about \$26,000.

Boys Behind the Counter.

Hastings—Frank Maus has gone to Ada, Ohio, to take a course in pharmacy.

Kalamazoo—Charles E. Brakeman has severed his connection with the shoe store of A. P. Sprague to take the position of manager in the shoe department of Flexner Brothers' new department store, which is soon to open up on South Burdick street.

Cheboygan—Chas. E. Baker has been installed as prescription clerk in F. E. Brackett's drug store.

Manton—O. D. Park has obtained a vacation of a month from his duties as salesman at the Williams Bros. Co. store. He and Mrs. Park will go to Alden, she to pass the time in visiting relatives, and he to perfect plans for the sale of the rotary seed planter which he recently invented.

Kalamazoo—H. E. Earl has resigned his position as clerk in the Maus drug store. Mr. Earl has not decided definitely as yet what he will do, but will remain in this city.

Present Cost of Imported Granulated Sugar.

B. S. Harris, the South Division street grocer, recently wrote the New York Journal of Commerce as follows:

Please inform me at what price imported refined sugar must be sold at seaboard to make a profit for the importer, adding freight and duties, of course.

The reply to this enquiry was as follows:

Belgian granulated sugar (to take this as an instance, can be brought to this port now, cost and freight paid, at 3.21 cents per pound. To this must be added the duty, 1.95 cents, and a countervailing duty of 0.22 cents. This is a total of 5.38 cents. To this should be added, to cover interest and insurance, brokerage, possible damage, etc., 2½ per cent., bringing the total up to 5.57 cents. To this, again, must be added such profit as the seller is desirous of realizing.

Needles are made by machinery. The piece of mechanism by which the needle is manufactured takes the rough steel wire, cuts it into proper lengths, files the point, flattens the head, pierces the eye, then sharpens the tiny instrument and gives it that polish familiar to the purchaser. There is also a machine by which needles are counted and placed in the papers in which they are sold, these being afterward folded by the same contrivance.

Recent Growth of the Honey Industry.

"When the story of the twelfth census is fully told it will show in an interesting way the astonishing development of the apiarian industry in the United States," said Prof. L. O. Howard, chief of the Bureau of Entomology and known all over the country as Uncle Sam's "bug man."

"Bee culture is practically a development of the last forty years," he continued, "although isolated individuals were engaged in the work long before that time. The importance of the industry at the present day is not generally realized. There are more than 900,000 persons engaged in the culture of bees in the United States alone and the present census will show the present annual value of apiarian products to be in excess of \$20,000,000. There are 110 apiarian societies. Eight journals of some magnitude are devoted to the industry. Fifteen steam power factories and a very large number of small factories are engaged in the production of supplies for the bee industry. Mr. Bent one of our bee experts, estimates that the present existing flora of the United States could undoubtedly support with the same average profit ten times the number of colonies of bees it now supports. Think what that means. An industry of \$200,000,000 a year supporting 3,000,000 healthy, happy workers."

"This branch of agricultural industry does not impoverish the soil in the least, but, on the contrary, results in better seed and fruit crops. The total money gain to the country from the prosecution of the bee culture would undoubtedly be placed at several times \$20,000,000 annually were we only able to estimate in dollars and cents the result of the work of bees in cross fertilizing the blossoms of fruit crops."

"The demand for American honey is increasing. England is our chief buyer. Ships sail every summer from San Francisco and San Diego, Cal., and from New York and Philadelphia, carrying cargoes of honey to the Old World. The United States produces more honey than any other nation. In this country the finest honey is gathered from hives where white clover and basswood are accessible. In quantity it falls below that made from golden rod and buckwheat blossoms. From New York, Pennsylvania and Vermont comes the greatest quantity of comb honey, while Arizona and California furnish most of the extracted or liquid honey."

"Once the possibilities of the American apiary are thoroughly understood, many of the thousands barely existing in the strenuous life of the great cities will turn to bee culture, which well repays the intelligent and careful worker."

Why Not Call It Hackley Town?

This place, it seems to me, my friend, is not just named aright; From indications that I see A change would be all right. You're confronted with, on every side, A name so famous around, And instead of its present cognomen Why not call it Hackley Town?

There's Hackley and Hume and Hackley bank And Hackley block, you see, And then there comes the Hackley school And Hackley library. Then Hackley park and Hackley square And Hackley avenue, Besides the manual training school Where you learn with tools to do.

It seems to me our people Should recognize such worth And perpetuate this valued name To every part of the earth. There's only one thing lacking To this list to make it full And that is for that noble man To build a hospital. W. F. Denman.

The telephonograph is the latest invention along the lines of the telephone. Its object is to make a permanent record of the telephone message, which can be repeated to the receiver any length of time after it is sent. This telephonograph does not have the waxed cylinder. It passes a steel tape from one spool to another over a magnet, something after the manner of the inked tape of the typewriter. When the tape is passed over the magnet again it repeats the message.

Grand Rapids Gossip

The Produce Market.

Apples—Receipts are liberal, the quality is irregular and prices are uneven, frequently being a matter of negotiation between seller and buyer. The proportion of desirable fruit is increasing, however, and the request for it is larger than it has been heretofore. Early fall apples are beginning to come, which is benefiting the trade and causing prices to rule steadier than when only the soft summer varieties were coming. Duchess command \$1.75 per bbl. and cooking stock fetches \$1.50.

Bananas—\$1.25@1.75 per bunch, according to size and quality.

Beets—40c per bu.

Blackberries—\$1 per crate of 16 qts.

Butter—Factory creamery is about the same as a week ago. Local dealers are asking 19c for fancy and 18c for choice. Dairy grades range from 16c for fancy and 15c for choice to 13c for packing stock. Receipts are heavy, but the quality runs largely to poor.

Cabbage—\$1@1.15 per bbl. of about 3 doz.

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

Carrots—\$1.25 per bbl.

Cauliflower—\$1 per doz. heads.

Celery—20c per bunch.

Cucumbers—60c per bu. for outdoor stock; 15c per doz. for hothouse.

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

Egg Plant—\$1 per doz.

Eggs—Local handlers are able to obtain 12c for choice candled stock, which enables them to net their shippers about 10c, depending on the amount of loss off, which varies from 1 to 2 doz. per case.

Green Corn—7c per doz.

Grapes—Malaga grapes are coming from California in small quantities and prices range high, fully 20c per pound.

Green Peas—Marrowfats, 75@80c 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—Dealers hold fancy white at 10c and amber at 8@9c.

Lemons—The lemon situation is stronger than it has been for a number of years at this season. The market is made or ruined by the quantity which comes forward within a certain time. This year there is a heavy shortage in imports since the first of June; as a consequence retail distributors everywhere are without supplies and are obliged to come into the market whenever they want stocks. This keeps the market in a healthy condition and prevents accumulations of stocks. Just now apparently no one has any lemons. Jobbers all over seem to be without supplies, and retailers have had difficulty in getting enough to last them from day to day. Prices have been very firm and have advanced 25c per box on some grades.

Limes—\$1.25 per hundred.

Mint—30c per doz. bunches.

Musk Melons—Gems fetch 35c per basket of about 15. Osage command \$1 per crate of about a dozen.

Peaches—Early Rivers are in large supply, fetching 50@60c per bu. Triumphs, which are yellow in color but clingstone, fetch \$1.25. Early Michigans, which are freestone, are beginning to come in and will probably be marketed at \$1.25@1.50.

Pears—\$1.25 per bu.

Peppers—Green, 90c per bu.

Pineapples—\$2 per doz.

Plums—Abundance are in liberal supply, commanding \$1.50 per bu.

Potatoes—35@40c per bu.

Squash—75c per bu. for summer.

Tomatoes—Home grown command 75c per ½ bu. basket.

Turnips—40c 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, as usual lately, has been rather tame, on account of the Chicago Board of Trade trying to shut off what is termed the bucket shops and not giving out continued quotations, which has had a tendency to restrict speculations. Another drawback was that for two days there was no market in Liverpool, also the conflicting reports from the Northwest as to the amount of the yield. However, the most optimistic bear paper, the Northwestern Miller, admits that at the outside the three Northwestern States will harvest not over 100,000,000 bushels, while the public decried the July Government crop report as way below what it should be. As regards the yield of wheat, the operators are awaiting the August report, as they hope the percentage will be raised, which we doubt. When there was no wheat, how could any grow after the July rains? Nearly one-half of the fields which were in wheat will be plowed under or mowed for fodder on account of the grass being so prolific in the so-called wheat fields. As regards other states there seems to be no material change. Threshing is somewhat disappointing. While the berry is good, the quantity is not up. As an index to the Indiana crop, it is reported that the Hoosier growers alone expect to import 500,000 bushels of seed wheat, which is needed. Our opinion has not changed, that wheat prices are too low for the situation and that time will regulate this. The future price is about the same as last week, being for September 76@76½c. For some reason whenever the price dropped below 75c the recovery to 75c and over was instantaneous and only a very few trades could be made. Exports still are holding their own—a trifle over last year—while the bears heard of no exports. Argentine shipments are growing less each week and Argentine is reported as having exhausted her supply. The outlook in all the European wheat states has not improved any. The only thing of a small depressing effect is that China took 2,000,000 barrels of flour from the Pacific States last year, but under the present condition of affairs there, none will be shipped to that country. However, Japan will need more.

Corn has not changed any in price, as the crop promises to be large, although somewhat disappointing for the amount of acreage put in. This extremely hot weather must cease if we expect a bumper crop. Think we will not gather over 2,000,000,000 bushels, if that.

Oats have sagged slowly in price, owing to the very large crop, which certainly is way above expectations. The yield is large and prices will not be very high for this crop. As they have not commenced to move yet prices are not fully established.

Rye, as predicted, has receded fully 3c since last writing and we would not wonder if a further drop of 5c would be in order or that the price will go below 50c per bushel.

The visible increase in wheat was about the same as for the corresponding week a year ago.

Receipts have been large for this season of the year, being 56 cars of wheat, 17 cars of corn, 9 cars of oats, 3 cars of hay, 1 car of beans.

The millers are paying 75c for old and 72c for new wheat.

C. G. A. Voigt.

Grand Rapids the Leader in the Picnic Movement.

If, as it has been said, a ponderous thought moves slowly, it must be also conceded that that sort only gains full control of the world. Political questions—matters momentous in church and state—can be counted without number to illustrate the fact, and from these it is easy to understand how in commercial lines a common thought moves slowly and surely to its oftentimes far-off but no less important end. For years men in positions to overlook the commercial world have been struck with the lack of unity among even those who are following the same lines of trade. The same country, the same district, the same town and even the same village have trading places near enough together, but, in fact, are wholly isolated and the men at the head of these establishments, instead of acknowledging the common interests and the common welfare which should bind them together, refuse to admit that they are parts of one stupendous whole and refuse to enter into any relationship, however much it may promise of usefulness and profit. The result of this has been to keep weak these separate forces which, once made one, would exert a powerful and a wholesome influence over the realm of trade and over all matters belonging to it. To combine the scattered has been for years the hope of trade everywhere, and here in the Lower Peninsula have appeared the first promising signs of success.

The members of the Grand Rapids Retail Grocers' Association have long had this thing at heart. They believed that it could be accomplished. They concluded, years ago, that the object was a worthy one and worth a good many failures if it was a success at last. Thirteen years ago they began to talk up the annual picnic. They gave it time and study. They reasoned that these atoms of trade, to become molecules, must be brought together. Even gases have affinity one for another, but they must first be brought into proximity. Hydrogen and oxygen have nothing in common. In the chemical world they meet often enough, bulk with bulk, but under proper conditions and proportions one to the other they not only meet but combine, and water, the commonest and most useful of compounds, is the result. So it was inferred would be the result of combining the isolated elements of trade. From weakness would come strength and this, growing, would in time come to be a matter of private and public concern.

The Grand Rapids Retail Grocers' Association, having conceived the thought, proceeded to give it life. The grocers and the butchers gave it whatever need it craved. The isolated centers, like so many ganglia, were reached and touched and thrilled with the common thought and, be it to their credit, responded promptly to every call from the commanding nerve center. A day was fixed for the general gathering and the gathering was intensely general. They came from all points of the compass and came in crowds. They met, they mingled and the common law in the chemical world was recognized in the commercial world, and the trading people who came as atoms of trade returned as molecules and, as such, as a compound were ready to double their work and treble their influence in the very world where they had lived so long as nonentities. The attempt had ended in success and success travels.

Jackson heard and was glad. The same idea had rendered restive the gray matter of her thoughtful tradesmen and they determined to make a test of it. They scored a success, and Kalamazoo heard and heeded. Grand Haven was the next to form a sensitive ganglion to be trilled into action. Muskegon followed with the same overwhelming success, and year by year the ganglia grew, and will grow until the whole nervous system of Michigan trade, throbbing with the same electric fluid, will fill with wholesome life and activity every trading post, however humble it may be and however far it may be located from the cerebral thought. The task considered impossible has been accomplished and every returning anniversary of the annual picnic is proof enough of the success of the undertaking, seconded, as it is yearly, by the increasing numbers that attend it.

With thirteen years' existence it is easy to foretell the rest. Michigan will become—is indeed—the Peter the Great to herald and advance the interests of this trade crusade. A city here and a city there until all are counted will catch the idea and the spirit of the movement, and then, falling into line and step, will follow the vigorous lead to the equally vigorous attainment kept in view from the first: the combining into a sympathetic whole of the isolated and often repellent elements of trade, wherever located, and making them, as they should be, a power in the land for the good of all concerned. That the end will in due time be reached there is not the slightest doubt. That it will not be too long in coming is the general desire. Long needed, when it does come it will be the consummation devoutly wished and the Grocers' Association of Grand Rapids will receive the thanks of the admiring and appreciating world.

The fourteenth annual picnic of the Grand Rapids Retail Grocers' Association proved to be thoroughly enjoyable, as was predicted by the Tradesman of last week. The weather was perfect, the crowds were ample to satisfy even the most exacting and all of the events set forth on the programme were carried out without interruption and to the apparent satisfaction of all concerned. Praise is due all of the committees who worked so skillfully and industriously to make the event so marked a success.

Thomasma Bros. have sold their meat market at the corner of Sixth and Scribner streets to Rindal & DeFouw, who were formerly in the employ of Thomasma Bros.

Moses Salamy, grocer at 46 Ellsworth avenue, has opened a branch store at 29 Market street, purchasing his stock of the Lemon & Wheeler Company.

Milton Lambert has engaged in the grocery business at Doris. The stock was furnished by the Olney & Judson Grocer Co.

Poultry—For live poultry local dealers pay as follows: Broilers weighing 1½ 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.

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

GEORGIA'S PEACH CROP

Taken the Place of Melon Crop as Money Maker.

Savannah, Ga., Aug. 5.—The peach has crowded out the watermelon as a moneymaker for the Georgia farmer. The Elberta, the most luscious of the freestone peaches, has dethroned the Kolb Gem, the best of shipping melons. Five or six years ago the farmer in the southwestern section of the State depended upon the melon crop to supply him with ready cash before the cotton came in. Many devoted large acreage to melons and comfortable livings were made by these crops alone. For several years the railroads passing through what was known as the watermelon belt put on special trains to carry the product of the farms to the Eastern and Western markets. Spur tracks were run into the fields to facilitate the handling of the crop and there were farmers in the State who thought they had a sure source of income for many years to come. Finally so many began raising melons that the price dropped to a point where there was no profit. There came a time when the fruit would not bring enough in the markets away from home to pay the freight and the commission of the middleman who sold them. Two seasons of this kind called a halt on melon raising and the Georgia farmer looked about for some other crop. He wanted a money maker and his choice fell upon peaches. He had heard of the big incomes of those who raised this fruit in Delaware and California and he determined to make the Georgia peach as well known as those from any other part of the Union. From that day the watermelon in Georgia was doomed as a money crop. Now most of the melons shipped out of the South are from Florida and there are not many of them even from that State.

The peach grower has been in his glory during the past month. The big shipping season has been at its height and trainload after trainload of peaches have been rushed in iced cars to New York, Chicago and other big cities, where they find a ready market at handsome prices. Thousands of men, women and children, both white and black, have been employed during the past month in the big peach orchards around Cuthbert, Tifton, Marshallville, Fort Valley and other towns in Southwest Georgia. One planter alone employs about nine hundred hands and there are many who hire more than one hundred each. It is necessary to handle the crop rapidly and with care. The season does not last long and after the fruit once begins to ripen it has to be rushed to market in a hurry or it will be lost entirely.

It does not require a great deal of work to raise peaches. The trees are bought usually from a nursery or from some neighbor who has a supply of sprouts to sell and are placed in the red clay soil, where they stay two or three years before bearing. Three-year-old trees give a fine crop. In the meantime they are not in the way of the cotton. A stand of cotton can be raised in

the growing peach orchard, and the tilling of the soil helps the trees and makes them thrive. After they begin bearing the trees are pruned carefully each season, and an orchard will bear without replanting for several seasons. An orchard is not allowed to die out when the fruit grower wishes to keep it going. Young trees are planted near the old ones, and by the time those first planted get too old to be profitable they are dug out to make room for those already started. It is a sort of endless chain of fruit trees.

The first peaches ready for market are sufficiently ripe early in June or late in May. These are of varieties raised more because of their early maturity than for their quality. It is not until July that the good peaches mature. The picking season lasts two or three weeks, and it is necessary to work rapidly while it is on. The fruit must be harvested and marketed in a very short time or the profits are gone. The growers and shippers are busy at all hours of the day and sometimes far into the night.

The Central Railway of Georgia has done a great deal to foster the peach-growing industry. It has put in many miles of spur tracks near the orchards to facilitate the loading and handling of the crop, and at different stations along its line icing depots have been erected so that the refrigerator cars can be iced at the least expense. Fast trains have been employed to carry the loads of fruit to the best markets, and nothing has been left undone by the railroads that would aid in making the growing of peaches profitable.

There are now over 2,100,000 fruit-laden trees along the line of the Central Railroad and that number will be increased before another season arrives. Of the total number of trees more than 300,000 are young ones bearing this year for the first time. During the past winter and spring no less than 500,000 new trees were planted and about as many more will be put out this winter. These figures may not appear large to those who have never seen a peach orchard of even five or six hundred trees. It is hard to impress those who have never seen the peach orchards of Georgia with the extent of the territory required to accommodate 2,000,000 trees. It is not a question of acres of ground, but of miles of fertile territory.

The peach orchards of Georgia give employment to whole townships. The pickers are numbered by the hundreds, the packers make up a small army, the makers of the boxes in which the fruit is packed constitute a large force, while the canners, busy from the beginning of the season to the last preserving the fruit that is too abundant to be eaten in its season, retain every year in the South's Empire State hundreds of expert men and women putting away in sugar and syrup a great proportion of the crop. Of course the peach-growing business has its disappointments. Sometimes the cold winters kill all the buds and blooms and the crop is a total failure for that year. This was the case in 1899. Not a carload of peaches left Georgia

that year and there were cries for them from Michigan to Florida and from Maine to California. The entire United States watches for Georgia's peach crop.

Renovated Butter and Its Identification.

There is probably no article of food that has been so extensively and persistently tampered with as butter. In the adulteration of all of our foods there seems to be no limit to Yankee ingenuity, and yet in the butter line sophistication seems to have reached its perfection. We have had oleomargarine with us for some time and the manufacturer in his efforts to secure a perfect imitation of butter has always been quite successful, at least so far as the average consumer is concerned. Renovated butter is a product of quite recent origin, and during the last two years especially, owing to the improved methods for its manufacture and the prevailing high price of creamery butter, large amounts have been produced.

Several states have recently enacted laws requiring it to be labeled and this has brought about some discussion as to methods for the identification of renovated butter. Since its chemical composition and properties come easily within the range of normal butter, attention has been directed to the physical properties of the fat, particularly its behavior with polarized light. Some years ago Dr. J. Campbell Brown called attention to the fact that normal butter has no fat crystals and proposed a method for the detection of adulterants in butter by means of a microscope fitted with nicol prisms and a selenite plate. It was thought that this method would be of use in our laboratory for the identification of renovated butter, since the heating and cooling of the fat offered favorable conditions for the formation of fat crystals, which can be detected with a polarizing microscope.

In the microscopic examination the preparation is made by merely placing a small bit of the butter on a glass slide and pressing it into a thin film with a cover glass. For experimental work a number of samples known to be renovated butter were secured. Samples of undoubted and normal butter were also

examined. In the microscopic examination of these butters it was found that the normal butter gave, in every case with the selenite which was used, a uniformly blue colored field, proving the entire absence of fat crystals. The renovated butter, on the other hand, gave a blue field mottled with yellow, due to the presence of fat crystals. Samples of oleomargarine examined at the same time gave the mottled appearance even more distinctly because the tallow and lard used in the manufacture of oleomargarine crystallize very readily.

In the course of work in my laboratory upwards of 250 samples of alleged butter have been subjected to a microscopic examination and out of this number fifty-eight gave conclusive evidence of having been melted and cooled as in the process of renovating. A majority of those samples which could be traced to the manufacturers were admitted as being renovated. Although other tests were used on these samples, the greatest reliance was placed in every case on the microscopic examination, which seems to be one of the best tests which we have at the present time for detecting renovated butter. J. A. Hummel.



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WHOLESALE FRUITS AND PRODUCE

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market is weak and lower under a light demand and a steady accumulation of all kinds. Marrows are offered at \$2@2.20; mediums, \$2@2.15; pea, \$2@2.20 for good to choice, with quite a few fair lots at 10@15c less and no prospects of business on that class. Kidney neglected at \$1.75@2.20, outside for fancy.

Butter—Buyers have given up the idea of lower prices and although working from hand to mouth on high priced creamery are willing to take any quantity of lower grades at quotations. It is the scarcity of these low qualities, however, which is causing the firmness in extras and a general effort is being made by dealers here to direct shipments to this market at something below 10c. There is more call for dairy butter than ever known before, and this demand has sent the price of that product so close to creamery that it is difficult to make any distinction. Extra creamery is selling at 20c and prints at 22c; choice, 19@10½c; fair to good, 17½@18½c; dairy, 19@19½c for fancy, and 17@18c for fair to good. Imitations are offered at 17@18c, but the trade not inclined to take hold to any extent.

Cheese—Trade has been quiet for a week past and as far as can be ascertained there is little prospect of improvement. Prices are all that buyers will pay, but there is a special effort being made to exceed 10c on the finest full cream small, while a really choice cheese can be obtained at 9½@9¾c. This latter class of goods is taking the trade. Common and fair very quiet at 6½@8c.

Eggs—About all the business at present is confined to strictly fancy fresh laid State or Western within a range of 13½@14c, the finest guaranteed stock bringing the outside quotation. There is an unlimited amount of choice and possibly serviceable goods offered at 13c, but buyers are not inclined to run chances and trade in consequence is very light.

Dressed Poultry—So few springers or fowl are coming this way that it is difficult to quote prices. Fancy fowl sold at 11c and good to choice at 10@10½c; springers, 14@15c for fancy; fair to good, 10½@12c. Ducks are almost unsaleable, and there is no call for turkeys.

Live Poultry—A heavy supply of springers and fowl at the close of last week broke the market and it seems impossible to-day to change these conditions at present. Still live stock has sold at extremely high prices here the past six months and shippers are not complaining now at returns. Fowl sold at 9@9½c, outside price for fancy; springers, large, 12@12½c; small and medium, 10@11½c; ducks quiet within a range of 50@75c per pair, according to size.

Apples—Fancy fruit sold at extremely high prices considering the heavy supply of nearby offerings. There is a flood of small to fairly good stuff which is selling at a wide range of prices. Fancy red and full ripe, good eating green stock, sold at \$2.75@3 per bbl., while anything good would not bring above \$1.75@2, and common was a drug at 75c@\$.25 per bbl. Basket, ½ bushel, 12@25c, and only a peddling trade.

Peaches—Georgia peaches will be cleaned up this week and for the next ten days we expect very small shipments of really desirable fruit from any section. Receipts of clings and premature peaches of all kinds are heavy and selling slowly at 20@30c per ½ bushel basket. Crop is enormous in all nearby sections, and there is very little hope of paying prices on present receipts. Elberta Georgia sold at \$1.50@2 per carrier.

Blackberries—Are in only light supply and selling easily at 7@9c per quart.

Raspberries—Blacks sold at 6@8c and reds at 9@11c per quart. Everything cleaned up easily at those prices.

Gooseberries—Fancy large were in very light supply and sold quickly at 6

@7c per quart. Small neglected at 4@5c.

Huckleberries—Although receipts were heavy the demand continues active at the decline of 25c; 50@60c for 12 lb. baskets and 7@8c per quart.

Currants—We have had a glut of red stock and although 5c was obtained for fancy large the bulk of the business was at 3@4c for small to good sized lots with white at 3@4c per quart. Black in active demand and firm at 8@9c per quart for choice to fancy.

Plums—A few red and green, quality only fair, sold at 20@25c per 8 lb. basket.

Pears—Buffalo is one of the best markets in the country for good eating pears, but anything else seems to be poor property at any fair price. We are getting loads of green and common truck and it is evident someone is "working" shippers. Fancy Laconte and other varieties equal in quality sold at \$2@2.25; best Bell, \$1.75@2, and other ordinary stock at \$1@1.25 per bbl.

Grapes—North Carolina are expected in this week and will bring about \$2@2.25 per 8 basket carrier.

Lemons—Firm at \$6@7.50 per case for fancy.

Melons—This market continues to be heavily supplied with poor quality, and it is beginning to dawn upon dealers here that the selling of that class of stuff is injuring their trade. The best traders have refused to handle the "cucumber" article. Fancy cantaloupes sold at \$2@2.25, while others went at 75c@\$.50 per crate; watermelons are in about the same condition as muskmelons, anything fancy going quickly at \$2@2.25, while the ordinary run of stuff is slow at \$12@16 per 100.

Potatoes—Market is easier, owing to heavier receipts of purchased stock at lower prices. The quality is fine and although demand has been active, the outlook is for continued liberal arrivals of Southern stock. New York State early potatoes are all scabby, generally of poor quality, and selling down to 30c and up to 50c per bushel, while Southern are bringing \$1.50@1.55 for fancy smooth white and \$1.20@1.35 for fair to good.

Onions—Good supply of Southern dry and with only a light demand the market is steady at \$1.50@1.65 per bbl.

Cucumbers—The glut of last week cleaned up, but prices are no higher, ranging from 10@25c per doz. outside for strictly fancy large green.

Cabbage—Market in poor shape for shipments as there is a flood of home grown which is selling at low prices. Best offerings are not bringing above \$2 per 100, and from that down.

Celery—Receipts were not so liberal of fancy large or choice bunches, but the usual heavy supply of small stuff was here. Fancy sold from 35@40c; choice, 25@30c, and common to good, 10@20c per doz.

Tomatoes—Under an active demand prices keep up strong and really fancy were scarce at \$1.25@1.30 per bushel; fair to choice, 60c@\$.1.

Cauliflower—Good demand; firm. Large selling at \$1.25@1.30; small and medium, 50c@\$.1 per doz.

Squash—Only light receipts. Demand fair at \$1@1.25 per 100 lbs.

Popcorn—Offerings are only fair and there is a better enquiry. Fancy is held firmly, but as yet buyers refuse to pay the advance asked. Choice to fancy ear common, 2½@3c; shelled, 4¼@4½c per lb. asked.

Honey—Scarce; good enquiry. Fancy white quoted at 15@16c; No. 2, 12@13c; dark, 8@10c per lb.

Straw—Light receipts, a good demand, but prospects are for lower prices in the near future. Oat and wheat straw sold at \$9@9.25 per ton on track.

Hay—Receipts are not increasing, but demand is much lighter. Prime loose baled, \$16.50@17; No. 1, tight baled, \$16@16.50; No. 2, \$14@14.50 per ton on track Buffalo.

When a man reaches that point in his career where he is satisfied with himself his usefulness on earth is at an end.

We Moved August 1, 1900

Into a larger and more convenient building and can safely say we have the finest, most pleasant and best equipped house in Detroit for the handling of anything and everything pertaining to the **Wholesale Produce and Butcher** business. We extend to you an invitation to visit us in our new home when in the city. Can now handle your consignments to advantage, no matter how large or small, whether it is poultry, veal, lambs, beef or pork, creamery and dairy butter, eggs, berries, pears, peaches, plums, grapes, apples, potatoes or onions, in fact anything that is the product of the farm.

Wholesale Butter and Egg Department

We have associated with us Mr. Alfred W. Langridge, who for ten years has had full and entire charge of D. O. Wiley & Co butter and egg department, which he has handled with credit to himself and his employers. He will have entire charge of our **butter and egg department** which we know will be handled in such a satisfactory manner that it will be one round of pleasure to the trade in general to do business with us. Mr. Langridge has the acquaintance of the best trade in this city and can at all times get full market values for any consignments entrusted to his care. He left D. O. Wiley & Co. to take an interest in our already large business as co-partner, and with the amount of "push" we now have in each department, we look forward to carry on the largest business of its kind in this State.

Wholesale Butcher Department

In addition to our general wholesale produce business we have gone into the **Wholesale Butcher Business**. Having purchased the Harry Churchward business, as his successor, and having the good fortune to secure as our manager of the butcher department Mr. J. H. Carter, who of late has had full charge of the Harry Churchward business, we can say in confidence that we can give the shippers entire satisfaction. We solicit your correspondence and shipments which will at all times have our prompt and personal attention.

Hermann C. Naumann & Co.,

**Wholesale Butchers,
Produce and
Commission Merchants**

388 Hlgh Street East, Detroit, Mich.

Directly Opposite Eastern Market.



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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 8, 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 Aug. 1, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THE SANCTITY OF THE AMBASSADOR.

The antiquity of China is amply indicated by her treatment of the ambassador. The commercial office is hardly the place to look for exactness in the classics, but the memory of occurrences similar in Caesar's time to those taking place in Peking to-day shows pretty plainly that the Chinaman has learned nothing from his ancestors and that his ancestors were about as bad as they could be. The old hero of Caesar's Commentaries thought it would redound to his advantage to violate the sanctity of the ambassador and proceeded accordingly. He threw them into prison and loaded them with chains. He kept them as hostages and, like the modern Chinaman in authority, would have laughed to scorn the idea of allowing a private exchange of thought between the ambassador and his superior. The old Roman general had a good memory and a strong arm, and when one day the right time came that arm fell with a force that crushed out of existence the tribe that defied it and never did even the savagery of ancient Europe need a second lesson.

That lesson Confucius, whose wisdom at times amounted to stupidity, never saw fit to teach, and the semi-civilization which that Chinese philosopher has left to the half-savage race that calls him great is leading his followers to a destruction as certain as it will be total, unless the keener cunning of the Teuton and the Slav finds means to preserve the Celestial to himself and at the same time make him a fit participant of the humanity he has so long disgraced. If the Chinese idea of statecraft were a little less contemptible it would be amusing to watch the old pagan devices that have failed during the last two thousand years to accomplish their purpose brought forward one after another to be laid bare by the deft manipulation of the modern diplo-

mat. "The ambassadors are massacred," sobbed the wires from Peking; "and the Boxers have done the deed." "The Powers will march to the relief of Peking," is the calm reply, "and aid the government in exacting the penalty which the heinous crime demands." "The ambassadors still live," wires the mob-ridden city, "but, while the government will attempt to furnish safe conduct to the legations, it can not vouch for the consequences." "The Powers will furnish the needed safe guard for their ambassadors and their troops will march at once for that purpose from Tien-Tsin." "The ministers may communicate with their governments," cables Li Hung Chang, "if the allies abandon their march to Peking." "If the Chinese government wishes to save itself from destruction," telegraphs Secretary Hay, "it must actively co-operate with the allies to secure the rescue of the foreigners in Peking and to suppress the disorders," and concludes with the thoughtful suggestion: "We would urge Earl Li earnestly to advise the Imperial authorities of China to place themselves in friendly communication with the relief expedition. They are assuming a heavy responsibility in acting otherwise," a suggestion, be it said, which even "the heathen Chinese," peculiar as he is, is beginning to heed.

The contest, be it slight or serious, will bring sharply together the old and the new; the old statecraft with its lying and deceit, with ruin behind it, and the modern idea of uplifting the masses and bettering the whole world. The struggle may be long, but it will be decisive. It may be bloody—superstition demands that tribute from its devotees—but it will end in the regeneration of the empire. The modern ball will batter down the wall that shut the old civilization in, the Boxer and the Mandarin who used him will go down together and the old life, stripped of its evil, will, it is hoped, grow with the old-time vigor and, under the fostering care of modern thought and the Christianity behind it, produce a better harvest from those old pagan-tilled fields than any that has ever ripened there. If that result be realized we may yet be thankful for the violation of the sanctity of the ambassador and rejoice that the Great Republic had a hand in shaping the policy for the redemption of the empire.

It is probably not right to kill a man because he is a fool, and the fool-killer has evidently gone out of business. There is a wide field open for the hoodlum killer.

The leader of a brass band has more influence and more responsibility than a college president. He has more tooters under him.

The country parson who marries young people who come to him in buggies has hitching posts in front of his house.

A man who makes a business of politics is bound in the course of time to go into bankruptcy without assets.

The war cloud that was no bigger than a missionary's hand hanging over China is now as big as all Europe.

A man makes the mistake of his life when he regards his own feelings and sentiments as public opinion.

A fool and his money are soon parted when it is a race horse backed to win and doesn't get there.

A DISAPPOINTING CENSUS.

There is going to be a great deal of disappointment at the figures to be revealed by the new census, due to the fact that the population of the Union has not increased as rapidly in the past few decades as was the earlier rule. It is one of the curious facts of population that the more civilized the people of a country become, the lower is the birth rate and the slower the natural increase. Then immigration from foreign countries is not so great as it once was, and this contributes also to lower the rate of the increase of population. The first census was taken in 1790. Then the population of the Union was found to be 3,920,214. The subsequent censuses showed the decennial or ten-year increase to be as follows by percentages:

1800	35.10
1810	36.38
1820	33.07
1830	33.55
1840	32.67
1850	35.87
1860	35.88
1870	22.63
1880	30.08
1890	24.86

The census of 1810 showed the greatest percentage of increase. In that decade Louisiana, which had a considerable white population and many Indians, was acquired. In 1850 there was also a large increase, partly due to the acquisition of Texas, California and other southwestern territory. The Civil War in the sixties cut down the ratio of population very considerably; but what cut it down in 1890 does not fully appear. Doubtless there is more or less error in the counting, but there is, also, a large amount of truth.

Coming back to the statement that the increase of civilization decreases the birth rate, it is based upon so many facts that its correctness must be accepted as true. In addition to this, it is also a truth established by facts that the death rate of the negro population of the South is vastly greater than is that of the whites, and is enormously greater than when the negroes were in a state of slavery, because now that the negroes are free, they are extremely indifferent to and reckless of sanitary and hygienic considerations. The death rate of small children among the negroes is particularly large.

Whatever may be the reasons for it, there appear to be good grounds for apprehension that the next count, whose figures are about to be declared, will not be as large as is generally expected. Of course, very few returns have been given out yet, but those that have been announced have fallen short of expectations. One of these cases is the city of Cincinnati. The census of 1890 gave Cincinnati a population of 296,908. The new count makes out the figures to be 325,992. Since the census of 1890 that city has annexed many villages with a total estimated population of something like 18,700. Subtracting this annexed population, the actual normal increase of the city's population is far below the increase made from 1880 to 1890.

It is being stated, in order to account for the small increase in the past ten years for Cincinnati, that the rush of the urban population to the suburbs during that period has been astounding and has terribly depleted the urban population. People have left the city proper by the thousands, and it is only fair to consider the annexed districts' population as normally belonging to the city. Thousands who lived in that city ten years ago not only live in the annexed districts, but outside of them.

If the Cincinnati count is to be taken as a sample, it is plain that there is a great deal of disappointment in store for the people of ambitious cities, like Chicago, for instance, where a population of two million was confidently expected.

THE ONLY AMERICANS.

It is common to apply the term American to the citizens of the United States, without thinking that the people of British America, Central America and South America, as well as ourselves, are so regarded in Europe, and it is not understood abroad why the citizens of the Great Republic should assume to appropriate to themselves exclusively the term "American."

Prof. Moses Coit Taylor, in the Chautauquan Assembly Herald, writing on this subject, says that "American" was first employed to indicate the people of the English colonies as far back as 1646; but, as the days of the revolution approached, the agitation for a more distinctive name began, and it continued unabated through the first twenty years of the present century. "Columbian" and "Columbia" were the first choice and they worked their way into poetry and song. The District of Columbia was so called "designedly and significantly" to designate "the capital of the nation which was, it was hoped, to be called by that name."

It is mentioned in this connection that Washington Irving suggested Allegheny, which would permit of Alleghenian, and the suggestion was favorably commented on in many quarters, but it came to naught. Appalachia was the choice of William Gilmore Simms, of South Carolina, and Justice Story preferred Vesperia next to Columbia. Fredonia was proposed by Senator Mitchell, of New York. Then there were Cabotia, Vineland and Freeland.

None of these, however, attained any currency. The reason for this is quite simple: What is now the Atlantic coast of the United States is the only part of the hemisphere which was settled by English-speaking people. Canada was colonized by the French, Brazil by the Portuguese, and all the balance of the two continents north and south of the equator by the Spaniards. The original or native names of the several parts of the country were preserved by the conquerors and colonists, with but few exceptions, the case of the British colonies being the chief of them.

Until they came together in the struggle for independence, the people of each of the English colonies were known by the name of their special colony, and there was very little need for a collective term to distinguish them until the Republic was formed. After that such a comprehensive designation was necessary, and there seemed to be no other than "American." Thus it is that the inhabitants of the United States are the only "Americans" in the New World. The other peoples are Canadians, Mexicans, Hondurians, Nicaraguans, Peruvians, Chilians, Brazilians and the like. As Prof. Taylor has said, the name has itself, then, become a historic fact, and can not be set aside by acts of Congress, by circulars of historic societies or by the persuasions of literary men, and all efforts to replace such a historic name by any other designation has failed in the past and will fail in the future.

Heart failure is often caused by the thought of work.

THRIFTLESS AMERICANS.

The Philadelphia North American is moved to express the belief that the American people are an unthrifty race. This view is taken by that paper in face of the fact that the people of the United States maintain more eleemosynary or alms-giving institutions than do any other people in the world. Says that contemporary:

In many lines of work there is an uneasy stirring, now and then, of the question of pensions in old age for employes who have been long in service. Especially is this true of those in the employ of the Government. A well-known judge, the other day, gave emphatic utterance to his conviction that judges ought to have a pension when they retire from the bench. The employes of the departments in Washington are anxious to get through Congress a measure which will give them pensions when the infirmities of old age or illness force them to leave their desks. And it is not unlikely that they will succeed after a time.

The North American is correct in its diagnosis, and the fact is proved not merely by the great numbers of the American people who live upon the others and contribute nothing for their livelihood, but by the rapidity and certainty with which European immigrants are acquiring wealth and social and political importance in every part of the country.

Foreigners who have been accustomed in their own country to earn small wages and to live with the utmost frugality are qualified to appreciate the better wages and infinitely better opportunities for acquiring property, and, while availing themselves of these advantages, continue, although not to such an extreme degree, their habits of frugal living. Thus they begin by saving, and end by multiplying, their means until men who were at the bottom of the financial ladder not many years ago have reached considerable elevations and are rising all the time.

The average American, with his open-handed method of living, seldom saves from a salary or from a moderate business. The Americans, if they are lacking in habits of thrift, have a special genius for speculation, with the result that all the first-class fortunes are in their hands. But these are few. When it comes to the fortunes of the fourth, fifth and sixth classes, it will be found that they are largely held by foreigners who came here poor.

This should be a lesson to the Americans, who, with unusual talents for invention and scientific discovery and mechanical invention, and with a special genius for speculation, are so thriftless that they do not accomplish the financial successes that are in their power.

THE VALUE OF COLONIES.

The United States has never had any colonies until now. Suddenly the Republic has come into possession of numerous distant colonial possessions, and the problem is how to manage them, while the most practical question is: What is to be gotten out of such possessions?

The United States possesses, outside the regular boundaries of the Republic, the following colonial dependencies: Hawaii and Tutuila, in the Pacific Ocean; the Philippine Group, in the Chinese and Indian Seas; Puerto Rico, in the Caribbean, and Alaska, in the North Polar and Behring Seas. It is true that Alaska has been the property of the nation since 1867, but it was wholly neglected and acquired no im-

portance until it developed its rich gold mines. The question, then, recurs: "How is the American Republic to be benefited by these possessions?"

The experience of all nations is that colonies are a burden and expense to the National Government. The National taxes collected in the most highly developed colonies do not suffice to pay all the expenses of public administration and protection. In case of war, the mother country must defend the colonies with all the means available. The British colonies are the best specimens of such possessions. Some of them are highly developed and prosperous, but all are, to a greater or less extent, a tax on the mother country.

Such is the showing made by James Collier, in the Popular Science Monthly for July. While it is true that the colonies are more or less a burden to the British government, they make returns in furnishing markets for the immense output of British manufactures. The British Isles are hives of industry, busy workshops turning out vast amounts of manufactured products. Prosperity in England means that there are ready markets for British merchandise.

For more than a century the British statesmen have had but one grand object in view, and that was to increase British commerce, and this was accomplished by securing more markets for the products of British industry. In many cases new markets were assured by conquering and colonizing countries on continents and islands in the seas. It is thus that great Britain leads all the other countries on the globe in commerce, and is, therefore, the richest of the nations.

The British government willingly pays the expenses of an enormous colonial administration in order to make the people of the mother country always richer, knowing that the richer they are the easier they can afford to pay taxes. In the meantime the colonies themselves develop under an enlightened and free government, and are constantly able to buy more British goods, and so commerce expands, and commerce is the life-blood of all industries, because it makes markets for their products.

Up to the present time, Great Britain is the only country whose colonies are not a burden to her. Spain was once the greatest of the colonizing nations. The whole of the New World was once hers. She pursued the ancient Roman policy of plundering her colonies, until she has lost the last one of her once vast possessions. France and Germany have recently gone into the colonizing business and have their records to make. France once owned Louisiana, a region nearly as large as Europe, less Russia and the Scandinavian Peninsula, but discarded it for a trivial sum of money.

A man to be pitied is one who owes his best friends money that he has wasted and still wants to be thought a gentleman.

The resources of Chinese mendacity appear to have kept pace with their other evidences of modern development.

The worm has turned. A Chinese missionary is in Arizona, trying to make converts instead of washing shirts.

It is said there are enough tramps, claiming to be veterans of the Oregon, to furnish crews for a dozen ships.

Even the Sultan is reported to be shocked by the Chinese atrocities. We may get our money yet.

ANARCHISTIC MURDERS.

It is difficult for any sane person to understand the motive or influence which impels anarchistic murderers to the perpetration of the hideous crimes with which, from time to time, they startle society.

Take, for instance, the case of the assassin of the King of Italy. It appears that this man had for years been living in America. He did not know the King, and had no personal grudge against him. There was no revenge in the case, no prospect or hope of profit, and little opportunity of escape after firing the fatal shot. The murderer had no personal interest in accomplishing the death of the monarch, and he seems in what he did to be obeying an order issued by some secret murder society—the Anarchists, for instance.

The question will naturally be asked: "What could such a society hope to accomplish by such a murder?" The proper and reasonable answer is, absolutely nothing. It could not be hoped by killing a King to put an end to monarchy. A nation organized on anarchic principles goes on its way despite many such assassinations. That is the history of the world. The slaughter of monarchs and rulers has never in the least operated to change a form of government. Some of the best rulers known in history have been most cruelly assassinated.

Take the case of Alexander II. of Russia. That Czar was perhaps the best and most enlightened ruler Russia ever had. In 1861 he emancipated 23,000,000 serfs and made free men of them. In 1864 he freed all the serfs in Poland. He was most active in instituting beneficial reforms in the political and social affairs of his country, and yet, in 1881, twenty years after he had emancipated more slaves than any other man in the whole world, he was assassinated by the emissaries of the Russian Anarchists, known as Nihilists. The more recent murder of the Empress of Austria was another one of those unreasonable and causeless assassinations. So was that of the French President, Carnot.

The murderers in those cases had no personal reasons whatever for the commission of the atrocities they had perpetrated. They only executed orders issued by some murder society, which had no other object in view but to destroy human life and strike terror into the people by choosing for their victims the most highly placed personages. But distinguished individuals have not been the only objects of their ferocious and fanatical attacks. Anarchists, apparently with no other end in view than to destroy, have exploded dynamite in crowded restaurants where people were dining; in churches where people were worshipping; in theaters where crowds were enjoying some harmless diversion; in houses of Parliament where the public business of a nation was being transacted, and in the public streets filled with people engaged in their ordinary pursuits. There was no evidence in any of these cases that the life of any particular person was aimed at. The only object sought seems to have been to destroy the life of unoffending and unsuspecting people.

Two of the Chief Magistrates of the United States have been assassinated. President Lincoln was killed by an enraged fanatical politician, one of a small clique of conspirators who sought to exterminate the President and the chief Cabinet Ministers. President Garfield was murdered by a fanatical politician

who was disappointed in failing to receive some public office for which he had asked. The murder of Garfield was the only one among those mentioned in which there was any suggestion of a personal grudge or grievance.

TRADE POSSIBILITIES IN CHINA.

John Foord, a writer in the Engineering Magazine for August, on the prospective regeneration of China, holds that the magnitude of the commercial opportunity in China is not to be measured by any rate of growth already established. Foreign trade has merely scratched the surface of the possibilities of China, and, given the slightest increase of the purchasing power of 350,000,000 of people, the results would assume stupendous magnitude. This increase may come in several ways. The vast latent resources of the empire are sometimes referred to as involving a most formidable source of competition with the industrial activity of the West.

As all the experience of mankind has shown that increase of wealth means increase of wants, it should hardly be necessary to combat the fallacy that the development of China would not benefit all the rest of the world. To equip China with the appliances of modern civilization is not a task to be finished in one generation or two, and, in the course of doing it, a fourth of the human race will be raised to a new standard of living, and things which are now the luxuries of the well-to-do will become, as they have done elsewhere, the necessities of the day laborer in the near future.

Mr. Foord thinks that with the pacification of China must come a reform of its economic and administrative system. There can be no guarantee for the maintenance of order while corruption runs riot in the palace, and no security against the recurrence of popular outbreaks if the people are to be taxed to support a thieving horde of useless officials. He reasons plausibly that, great as the undertaking of putting new life into the government of China undoubtedly is, there are native Chinamen quite equal to it, if those who direct affairs from Peking, or some new capital, do not demand corruption as the first requisite of public service.

The present, as has been so often repeated, is a commercial age. Nations find more profit and less difficulty in extending their commerce with foreign nations than in plundering them, as was the earlier habit with the great powers. To make their people prosperous and by that means to keep them contented is to-day the great problem with rulers in every country, and thus it is that the modernizing of the Chinese nation under its own rulers will be more beneficial commercially to the Western nations than would any serious attempt at conquest and partition, and it will be done if wisdom rules in the management of this new "Eastern Question."

There is danger that the horse may go, after all, in this country—all the powers are looking this way for their army mounts.

To be a successful leader of the people, the ambitious citizen should find out which way the people want to go.

A rich American finds being a snob is the most unworthy transformation a fool and his money can come to.

The secret sorrow that is making a fair young woman's life miserable may be only a soft corn.

Clerks' Corner.

How to Win Success as a Retail Salesman.

The expression, that "Salesmen, like poets, are born, not made" is too prevalent, for while it is true that men differ in ability and aptness, it is equally true that in this day a man's environment and his powers of application have a vital influence on his achievements. Therefore the successful retail salesman should early be put in a store and evolve by that growth which characterizes all life. Clerks should have an ideal and constantly strive toward it. Everything impossible should be eliminated from it because aping after the impossible but weakens present action.

What qualities, then, should the ideal possess?

It should possess that test of greatness—Patience. The clerk without patience will never make a success as a clerk. And "Patience" here means complete control of one's self. Many a sale is lost or many times a bad impression is made by some word spoken impatiently or by an impatient gesture, either of which the customer is quick to notice.

Politeness, manliness, are also qualities which he must possess. They are cheap—they cost little—yet they weigh much in the estimation of the customer.

Many clerks by constant contact with people become veneered over with a dignity and stiffness of manner (although they don't realize it) that makes a bad first impression with a new customer.

Enthusiasm in your goods, store and your occupation are of inestimable value. Enthusiasm is catching. Enthusiasm is the handmaid of energy. Clerks often fall into a lethargy, being seemingly without life or vim, throwing goods in a lifeless manner and singing the same old song over again—if they sing it at all. They lack enthusiasm.

Tact is another necessary quality to possess and to use in handling customers—which is the power to do and say the right thing in the right place. Ability is weight, tact is momentum, ability knows what to do, tact knows how to do. Tact often makes your enemies your friends. The clerk of success should cultivate his powers of seeing. I do not mean by this merely opening your eyes. Any clerk can do that, but by intelligently observing the action of the brain behind the eye is accelerated, and quickness in grasping conditions and situations is a general result.

The successful clerk will further his own success by always keeping his employer's interests at heart in the store and out of it. The clerk that gives his attention to the little things that minister to the customer's welfare or comfort stands in a good way to become a favorite with that customer.

Many clerks say too much or say anything in order to make a sale, often forcing a customer to take something they do not want. This is a bad policy in the long run. Of course some customers need some forcing, but you should judge your customer first. Never misrepresent a thing; it will be found out at some time in future, and a customer's confidence once lost is hard to regain.

To attain success as a retail salesman one must have a thorough knowledge of his stock. I do not mean merely knowing the different kinds and where to find them, but to know what sizes you have.

In order to do this you must constantly be going through it at idle moments. With this knowledge at his command the successful clerk will not allow many odds and ends to accumulate.

Memory is a quality that should be industriously cultivated in order to know your stock and to remember the names and faces of customers. This is not so important in a large city as it is in a smaller one, but, nevertheless, even there it pleases the customer to find that he is remembered.

The successful salesman must be one who can sell people something they had not thought of buying. Anybody can sell people what they want, but it takes salesmanship to sell them a different shoe from that which they had in their mind's eye.

He should keep in touch with all trade topics and he can best do this by carefully reading the trade papers every week. The successful shoe salesman should and would be honest. Intemperance, late hours or any other dissipation that undermines health and character must be avoided. Without health he would not be able to put into action the necessary requirements of success.

The clerk can only win success by confining himself wholly to the business in hand, and, above all, he must be in love with his business; some writer has said, "To know is only half; to love, the other half." You may not be able to put into action all of these ideas, but the more of them that you do use the greater your success.—Ambition in Boots and Shoes Weekly.

How the Clerk Came to Be Promoted.

One of the proprietors of a big department store decided the other day to find out how customers were treated in his establishment. He is so seldom seen around the place that few of the clerks know him by sight, hence it was not necessary for him to assume a disguise or formulate an elaborate plan for the success of his undertaking.

Going into the shoe department, he sat down to be waited on. A clerk who had been in the store only a few weeks hurried forward and asked:

"May I show you a pair of shoes?"

"Yes," the merchant said, "I would like to look at some, but I don't know as I'm ready to buy a pair to-day."

"Very well," said the clerk, "we'll see what we can find."

Then he made some enquiries as to the style his employer preferred and the size he wore, and began taking down boxes.

One shoe after another was tried on, but the customer could not be suited. The toes were not right, or the shape was wrong, or it didn't fit, or there was something else about the shoe the clerk produced that was not as it should be.

Three or four times the proprietor said he guessed he would have to give it up and try again at some future time, but the clerk always persuaded him to wait just a moment. Then he would get another pair and make a new effort to suit the gentleman, setting forth as eloquently as he could the merits of the shoes and expressing confidence in his ability to find what was wanted sooner or later.

At last the merchant looked up at his employe, and said:

"You don't seem to be worried over the fact that you have wasted an hour here with me."

"Oh, I don't think I have wasted the time," the clerk replied. "People are invited to come here and do business if they see what they want. If they can't be suited they ought to have as much right to complain as we."

"Still you have left it all to me. Don't you think you ought to know more about it than I do? You sell shoes every day, you know."

"I sell shoes every day," the clerk said, "but I can't wear yours for you,

and I shall not try to persuade you to buy something you don't want."

The proprietor went out saying he might return at some future time and try again. After he was gone the head of the shoe department went over to the new clerk and whispered something to him. The latter turned a little pale along the sides of his nose and said:

"Then I suppose I may as well begin hunting around for another job."

On the following morning the manager of the store called the saddened clerk into his office and said:

"The President of this company went to the shoe department yesterday to get a pair of shoes."

"Yes, I know it," the clerk replied.

"He couldn't get what he wanted."

The clerk gave a long sigh and looked at the floor.

"You told him you were not anxious to sell goods if people didn't show the proper eagerness to buy," the manager went on.

The clerk nodded that it was so.

"Well, do you think it would pay us to keep a man like you in our shoe department?"

Feeling that it would profit him nothing to be object, since he was to be discharged anyway, the miserable clerk replied:

"I suppose not. But if I had it to do again I would do as I did yesterday."

"Very well. We need a man to take charge of our clothing department, and the senior partner wishes you to have the place, because you were kind enough to give him credit for knowing what he wanted better than you did."

The annual crop of mushrooms in France is valued at \$2,000,000, and it is said that there are sixty wholesale firms in Paris dealing exclusively in them. In the department of the Seine, it appears, there are some 3,000 caves in which mushrooms are grown, and about 300 persons are employed in their culture, and rarely leave the caves.

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:

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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.

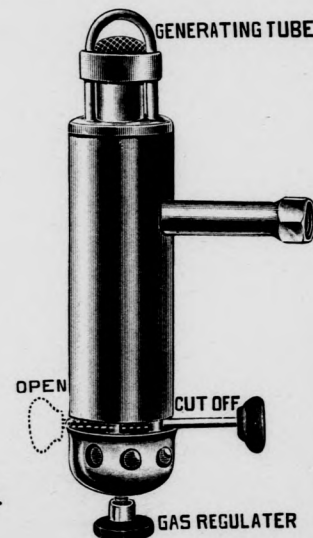
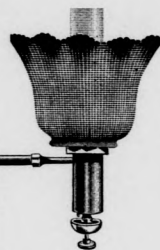
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Speaks For Itself --
Its good points stand out.



Write for Illustrated Catalogue.

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CHICAGO, ILLINOIS.

BASED ON LIES.

Three Questionable Methods of Collecting Old Accounts.

"How to collect bad debts and leave the debtor happy"—it's a tough job; I'd rather leave a bad debtor unhappy. Often you can't leave 'em either happy or unhappy—you simply can't make any impression on their hide at all.

I knew a grocer once who was a collector par excellence. He had the most uniquely malicious scheme for collecting bad debts I ever heard of. It was tremendously effective, too—it got in a larger percentage of bad-egg accounts than any other scheme I ever knew.

This grocer started on the supposition that everybody had an enemy—not a business enemy, but a social enemy. The minute it became evident that a certain debt was bad and couldn't be got in by all ordinary processes, the grocer made it his business to ferret out some enemy of the debtor's. He did business in a small town, where such things are known, and he didn't find it difficult to get hold of all the information he wanted.

As soon as he got the enemy's name, he would go to him and frankly lay the scheme before him. He would simply ask his permission to say to the debtor that he had a chance to sell the account to his enemy. That was all he wanted, and he usually got it because there didn't seem any reason for refusing. Where the circumstances were such that he knew in advance that the enemy would refuse permission, he proceeded without it.

The permission once gotten, the grocer would write the bad debtor a letter like this:

Dear Sir—I have had a proposition made to me to sell to Mr. John Smith my unpaid account against you for \$67, and beg to say that I shall certainly take advantage of same unless I hear from you by Monday, August 1.

Oh, that grocer was a slick individual! He reasoned pretty correctly that the debtor, when he received this, would at once conclude that his enemy, John Smith, had some plot to injure him up his sleeve and wanted the unpaid account as a lever. He would conjure up all sorts of things in his mind. That account, as a weapon in the hands of John Smith, his enemy, assumed an importance that would never have attached to it in the world as a weapon in the hands of the grocer.

This grocer told me that the cases in which this note failed to bring an immediate check were so very few that they were hardly worth mentioning. He said that the scheme was the finest thing he ever got hold of. I remember one case he told me about in particular—the debtor went out and actually sold a part of his dining-room furniture in order to get the ready money to pay the bill, so afraid was he of what his enemy might have done with it.

The whole scheme is based on a lie—the enemy, of course, never made any offer to buy the account. I'm not excusing it, remember.

Another grocer whom I knew about three years ago worked the needy and pathetic dodge. And he certainly did work it to the queen's taste! It didn't work quite so well as the one I've just told about, but according to this grocer, it worked a great deal better than any ordinary collection scheme.

This grocer would try in all usual ways to get an account paid. If he fell down, he would choose some evening when he knew the debtor would be home and he would go to his house. When

he got at him he would give him a song and dance like this:

"Mr. —, you'll have to excuse me, but I'm in bad shape. I owe two wholesale grocers about \$300 apiece and both the accounts are about six months overdue. One of them says that if he don't have a check from me by to-morrow morning he'll shut me up. And he'll do it, too, and it'll be your fault, Mr. —, yours and the other people's that keep me out of my money. I've simply got to have the money you owe me, or go to the wall to-morrow! Will you help me out?"

It usually worked all right. I knew the grocer well—he was a real actor. He got off his little story with tears in his voice and his hair mussed up, and it was impressive. Only a man with a hide like an elephant could turn him down, and if he didn't get it all, he nearly always got a part of it.

The whole thing was a fake, of course; the grocer hadn't been pushed by any wholesaler. Like the other scheme, this one was based on a lie, too.

Still another grocer went to a lawyer and got him to put down in black and white just how far he could go in the way of showing up bad debtors—posting their names in his windows, and so on. After trying to collect by usual means he would send the debtor what he said was a copy of a sign which he intended putting in his window by such and such a time if the bill wasn't paid. The sign was fierce! The law would never have allowed him to post it, and he knew it, but the debtor usually didn't, and the bluff worked very smoothly.

He showed me one of the "signs" once. As near as I can remember, it read like this:

Mrs. Mandy Smith

Has owed me an honest debt of \$34

For three years.

"I trusted her and she betrayed me."

The quotation at the end was a favorite one with the grocer, and he dragged it in in every sign he sent out. He wouldn't send out the sign itself, understand; in fact, there wasn't any sign. He would simply draw up on paper what purported to be a copy of it and send that. The debtor would get cold feet and very often come down. Where he didn't, the grocer's bluff was simply called, and he did nothing.

This, too, was based on a lie, yet like the others, it worked. Are all good things based on lies? Stroller in Grocery World.

WARM WEATHER GOODS.

When and How They Should Be Moved.

As the summer season draws near the close there are any number of special summer articles that should be made to move. If carried over the season they lay as dead stock until the next season. Not only is the money tied up for nine or ten months in the unsalable articles, but the profit on other goods that this money might be invested in and turned over three or four times in the interval is lost. And not that only, but the next season's demands may be such as to make these articles absolutely unsalable. The progressive merchant recognizes this and makes a strong effort to sell out every special season's goods and carry none over. If he must suffer a loss in order to clean the stock out, then he makes the sacrifice, and is careful, because of the experience, in the next purchase. Sometimes unforeseen circumstances will act to keep a stock on hand. I know last season we had half our stock of shirt waists on hand when the season was nearly over. This was because the early part of season was wet and cold. This was an unforeseen circumstance and there was nothing left but to make the best of it.

Now what was to be done? The season was half over and instead of the shirt waists being all sold out as they were this year and a second supply in their place, more than half were on hand. This was in a small town, and we were using the two village papers as advertising mediums. One paper was published Wednesday, the other Friday. I wrote a strong advertisement, speaking of nothing but shirt waists. In it I recounted in a sentence or two the reason why we had so many on hand, then the fact that the mid-summer had come—this was the middle of July—and lastly stated we would sell the balance while they lasted at below all precedent. Here followed a list of half a dozen styles, giving prices at which we had been selling, and the prices at which we would sell, beginning on Thursday morning. Then added a line saying the money to put into other seasonable goods would bring more profit to us than the loss by this sale. We had a thousand copies struck off from the set advertisement at a cost of only \$1.50, and Thursday morning distributed them

from house to house. The day before we had distributed them among the farming people.

It was surprising how people came for those waists. They came before the store was opened, they came by ones, by twos and by threes, they came themselves, young girls, old maid, and matrons, and they came by proxy. They fairly tumbled over each other, with the result that not a shirt waist was carried over last season. In fact, we were unable to supply all the demand.

The lesson to be learned by this is best illustrated by a competitor. He tried our plan later in the season. I suppose he was anxious to make his profit as long as the warm weather continued; at any rate he kept his regular prices until about September 1. Then he advertised a shirt waist sale. The result was very little if any response, and he opened up this season with a lot of last year's goods. He lost two or three, perhaps, four, profits on those goods, and will yet sell some of them at the figure he should have sold them for last year.

To make such sales the best success they must be taken in season. Don't be afraid to take the bull by the horns; if you don't, he is sure to gore you.—T. H. Hendryx in Merchants Journal.

The Origin of Base Ball.

The devil was the first coacher. He coached Eve when she stole first. Adam stole second. When Isaac met Rebecca at the well she was walking with a pitcher. Sampson struck out a good many times when he beat the Philistines. Moses made his first run when he slew the Egyptians. Cain made a base hit when he killed Abel. Abraham made a sacrifice. The prodigal son made a home run. David was a long distance thrower and Moses shut out the Egyptians at the Red Sea.

A clever Arizona woman, who cleared over \$400 the past season on the olives which she herself prepared for market, has invented a special treatment which bids fair to open a new industry. Besides the olives prepared in the usual manner she put up a large number, using the same formula as for mustard pickles. These found a ready market, the demand being far ahead of the supply. With the gathering of the crop of October she is planning to make a specialty of this new departure in olives.

Some men have wheels and some are simply cranks.

They all say

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

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

Woman's World

Trials and Tribulations of the Chaperon.

According to a woman who has had experience the modern Christian martyr is the chaperon.

"Don't talk to me about other people's suffering," she says. "I have chaperoned half a dozen girls through summer campaigns and I know what real trouble and tribulation are. The office of the chaperon is one that brings neither pleasure nor profit nor honor. It is one in which you are blamed if you fail and get no credit for a howling success. Nobody considers the chaperon. Nobody pities her. Nobody is interested in her. She is a poor, persecuted, put-upon creature, sacrificed to proprieties, yet people have been sainted and monuments reared to commemorate their heroic sufferings for less than she goes through.

"To begin with, it's the most thankless task on earth. It never even seems to occur to anyone that you are making a sacrifice to encumber yourself with a girl. People meet you on the street and say casually, quite as if they were bestowing a prodigious favor, instead of asking one: 'Oh, Mrs. Blank, I hear you are going off to the Grand or the Arlington or somewhere next week. Would you mind chaperoning my Mamie? She's crazy to go, and it's just impossible for me to leave home this summer. I'm sure you will enjoy having the dear child with you. She's so sweet and won't give you any trouble, etc.'"

"What is one to say? If you've ever been through the experience once and were honest, you would say, 'Not on your life. I am going off to enjoy myself and not to do penance for my sins by being a chaperon. I don't want to be bothered with any young girl and I won't have her at any price,' but you know perfectly well if you do say it Mamie and her friends and her family will call you a mean, selfish, hateful old thing. So the chances are you murmur hypocritically something about being delighted, and you have the sweet satisfaction of knowing, for your pains, that unless you dog Mamie's every footstep her parents won't think you have done your duty by her, and if you do the sweet creature, for whose sake you walk weary miles and go to picnics your soul abhors and help line the ballroom walls long after you want to be in bed, will call you an old dragon.

"It doesn't make much difference, either, what sort of a girl you undertake to look after. So far as your comfort is concerned there is small choice whether she is the flighty girl whom you are always trying to keep out of scrapes or the stick-to-the-wall girl who keeps you hustling trying to find beaux for her. In either case the work of the chaperon is from the rising of the sun to the going down thereof and the putting out of the last light in the hotel, and if anybody thinks the job is a sinecure, they are welcome to it.

"I tell you it takes the talent of a diplomat, the patience of Job and the wisdom of Solomon to be a successful chaperon. You have to have the forbearance to put up with the never-ready girl, who delays every excursion and keeps you waiting for meals until the head waiter is ready to shut the dining-room doors and there's nothing to eat but warmed-over scraps. You have to have the humility to fasten the clothes of the girl who thinks part of a chap-

eron's duties is to be a dressing maid. You have to have the generosity to supply the borrowing girl, who never provides herself with face powder or hair pins or stamps or anything she can sponge on another person for, and you have to have the self-control not to want to spank the weepy girl who goes off and cries every time everything doesn't go just to suit her or another girl has the most attention.

"You have to know when to beat up the dark corners of the hotel veranda and rout out the sentimental girl to keep her from being gossiped about. You have to know just how much rope to give the jolly-good-fellow girl and when to pull her up before she degenerates into a rowdy. You have to know how to keep the girl who thinks she's picturesque and likes to pose from posing in idiotic attitudes for the amateur photographer. You have to know how to catch beaux for Sally Chump, who doesn't know any more how to capture a man than she does an elephant. You have to be able to soothe the ruffled feelings of the other young men when Maud Prettygirl goes off with another on a moonlight stroll. You must have a saving grace that will keep Emmie Nincompoop from making a goose of herself as often as you can, and then, when you have done all these things, you must possess such an altruistic spirit that you can be satisfied with the rewards of a good conscience, for other pay there is none. No appreciation nor thanks come your way, and you are lucky if you are not blamed.

"Now there's that little affair of Betty Morgan's. Betty was the dearest girl—a pocket Venus, with great, big, dewy eyes and fluffy hair and a way with her that made her seem like an adorable child. Betty's people belonged to that forlornest class, the poor and proud. Good old family, you know, but not a penny to bless themselves with, and they depended on Betty to retrieve things and take care of the little sisters and brothers by marrying rich.

"You know what always happens in such cases. Betty did the inevitable by falling in love with the poorest man she knew. I had never seen him at the time, but they said he was a musician who played like an angel and looked like a Greek god, but who was only beginning to get a foothold in his profession. There was a rich suitor somewhere in the background, old enough to be Betty's father, but her family were urging him on her, and the poor child grew thin and wan and pale. That summer I took her with me to Mackinac and never was such a wonderful cure. From the first moment she bloomed out into health and beauty. People raved about her, and I began to think perhaps she had forgotten her musician, and that after all money was money and a pretty comfortable thing to have.

"Then one day, quite by chance, I wandered down a little unfrequented path to Arch Rock and I came suddenly upon Betty and a man whose face seemed vaguely familiar. I raised my eyes and looked. It was the first violin in the hotel orchestra, and the whole situation flashed on me. He was Betty's musician, and he had come to Mackinac to be with her. Then I looked at Betty. Her face was simply glorified with the light of that love, undimmed by fear or doubt or self-questioning, that never comes twice to any human soul, and that has in it all that is best and truest and sweetest in life. The man held her hands tightly clasped and

Crockery and Glassware

AKRON STONEWARE.

Butters

¼ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	44
10 gal. each	55
12 gal. each	66
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

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

Milkpans

¼ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	5

Fine Glazed Milkpans

¼ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5½

Stewpans

¼ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

¼ gal., per doz.	55
¾ gal., per doz.	45
1 to 5 gal., per gal.	6½

Tomato Jugs

¼ gal., per doz.	55
1 gal., each	6½
Corks for ¼ gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

¼ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax

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

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

No. 0 Sun.	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.	1 75
No. 1 Sun, crimp top, wrapped & lab.	1 80
No. 2 Sun, crimp top, wrapped & lab.	2 90

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, crimp top, wrapped & lab.	3 95

CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 2 Hinge, wrapped and labeled.	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80

La Bastie

No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (65c doz.)	3 50
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 70

Electric

No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 40

OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 58
2 gal. galv. iron with spout, per doz.	2 78
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.	4 95
5 gal. tilting cans.	7 25
5 gal. galv. iron Nacetas.	9 00

Pump Cans

5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overlow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 25
5 gal. Pirate King.	9 50

LANTERNS

No. 0 Tubular, side lift.	4 95
No. 1 B Tubular.	7 40
No. 13 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	14 00
No. 3 Street lamp, each.	3 75

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 85
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

Our Leader



100 piece Dinner Sets

Four sets in small cask
assorted decorations.

Name your own colors.
Guaranteed not to craze.

Only \$4.85 Each.

For the Four Sets only \$19.20.

We have a full line of china, crockery, glassware and lamps on exhibition in our show rooms. Come in and look us up when in town. We represent Hefter & Wyel, Importers, and several of the largest factories in the United States.

DeYoung & Schaafsma,
Manufacturers' and Importers' Agents,
Office and Show Rooms:
112 Monroe St., Grand Rapids, Mich.

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

pressed against his breast, and he looked as if indeed he was receiving God's benediction out there in Nature's church. I moved and they came towards me, hand in hand.

"Mrs. Blank," Betty said, with her voice quivering like a hurt child's, "if you tell my mother she will make me come home, and—"

"Betty," I said, "the first duty of a chaperon is to know what not to see."

"Betty and her musician have been married these years, and are happy as the day is long, but the Morgans have never forgiven me. They say I failed to properly chaperon Betty. Perhaps I did. But what would you? There are things so sacred that even a woman does not dare to meddle with them."

Dorothy Dix.

Lost Pleasures and Missed Opportunities.

One of the lessons that we are always learning and always forgetting is that life is an onward march. In all good truth, we pass this way but once, and there is never any real going back, no matter how much we may yearn for it or how fondly we may try to delude ourselves into believing that we may pick up again the threads that bound us to old places and old friends, once we lay them down. The future may hold for us greener pastures and fairer scenes, and joys just as sweet as any the past knew, but we can never go back again and live over again the hour of delight that is gone. Fate never gives us twice the same ideal combination that makes some particular spot stand out in memory as a bit of paradise. There are, unfortunately, few encores in the programme of our pleasures.

One is never so forcibly impressed with this fact as at this season of the year, when we are all thinking of holiday making. When we begin to plan our summer outing our thoughts instinctively turn towards some place where we spent a few idyllic days or weeks or months, and which we have remembered ever since as the one perfect spot on earth. In hot haste we pack our trunks and rush back to it, expecting the old happiness to meet us at the station and lead us again down all the primrose paths. Alas for our hopes! Nothing of the kind happens. The congenial group of friends that made every hour pass in blissful companionship is scattered. The jovial landlord has retired from business and we lodge in the house of a stranger. The very cook, the taste of whose culinary triumphs still lingers in our mouths, is gone. Nothing is as it was and the measure of our anticipation is the measure of our disappointment. So often does this happen that it is a safe rule to never attempt to go back to a place you have particularly enjoyed.

To those of us to whom the summer vacation means going back to the old home where we were raised, the disappointment is even more poignant. Loving hands draw us across the threshold, the tender welcome is all that the heart could ask, and yet how soon, how very soon, there creeps in the saddening consciousness of change, and we realize for the first time "that all our lives have different ends and never can be one again." There is joy in being home again, but your smiles are very close to tears, as you know that you have not quite gone back, that you can never again go back entirely to the old home life. The people at home have new friends that you do not know, interests in which you have no part or lot, differ-

ent aims and aspirations, and, in a way, you are an outsider. We would not, of course, have it different; but there is the little pang that makes even going back home a bitter-sweet pleasure.

So it is at every turn of life, and we do well to make the most of the present, for there is no going back to pick up again the lost pleasures and the missed opportunities. Once passed, they are gone forever, and, if this is true of the pleasant things of life, it is equally true of the unpleasant ones. We are always deluding ourselves with the false belief that we will some day go back and make amends for the hasty words, the unkind deed, the unjust thought. It is too late for that, too. The conditions that would make an apology acceptable or enable one to right a wrong never come a second time. It must be done now or never, for there is no going back over the road we have traveled in life.

Cora Stowell.

Apricots stand second to oranges as a money-making crop in California, and more of this fruit is grown on the Pacific slope than in all other states and countries. Roughly estimated the present apricot yield is worth \$2,250,000 to the State, and the same estimate has it that there are between 40,000,000 and 46,000,000 pounds of apricots in California this year. Small apricots are grown in a few sheltered places in the Eastern States, and there are small orchards of the fruit in the south of France, in Italy, and in Turkey, and larger ones in Japan, but nowhere in the world are apricots grown on the wholesale plan of California. The product of this fruit in California is more than treble that of all the rest of the world. In five or six years more, when the thousands of young apricot trees now growing in the State come into full bearing, it is likely that the annual yield of apricots in California will be upward of 100,000,000 pounds, and that the product of the rest of the world will be insignificant by the side of it. Apricot trees are "shy" bearers, and with all that science and the arts of horiculture may do they can not make the apricot a steady bearer year after year, like the fig, the orange, lemon or plum.

The Supreme Court of Massachusetts has decided that a bicycle is "more properly a machine than a carriage," and therefore it has reversed the verdict of a jury in a lower court awarding \$850 damages to a woman who had wrecked her wheel and injured herself in riding over a depression in a Danvers highway. The Supreme Court holds that a bicycle "is of but little use in wet weather or on frozen ground. Its value consists in the pneumatic tire, but this is easily punctured, and no one who uses a wheel thinks of taking a ride of any distance without having his kit of tools with him. A hard rut, a sharp stone, a bit of coal or glass or a tack in the roadway may cause the tire to be punctured, and this may cause the rider to fall and sustain an injury. It would impose an intolerable burden upon towns to hold them bound to keep their roads in such a state of repair and smoothness that a bicycle could go over them with assured safety."

There are more than twice as many blind persons in Russia as in the whole of the rest of Europe. They number 190,000, which is equivalent to two in every 1,000 of the population. In France and England the proportion is not quite one per 1,000.

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.



Keep Your
Eye on
Silver Brand
Vinegar

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

GENESEE FRUIT CO., Makers, Lansing, Mich.

The Meat Market

How the Meat Business Is Conducted in Shanghai.

Shanghai is the New York of China. There are more butchers there than in any other city of the whole empire, but just now they are paying but little attention to business. In fact, most of the shops are closed and their proprietors are drilling, for many of the Chinese butchers are boxers. Because of their being able to handle knives cleverly they are considered fine fighters, and their services are therefore in demand. The Chinese butchers are not a bit like our American butchers, for they never cut prices, although they have no trade associations. The meat most eaten in China is pork, and the Chinamen are said to be the pioneers in introducing that meat. Long ago—very, very long ago—no one would eat the flesh of a pig. The story goes that a Chinaman who kept a pig—although for what purpose we do not know, as at that time they were not eaten—had his house burned down one day, and the pig was caught in the flames.

The people who came to see the ruined building were fascinated by the odor of the roasted pig. Eventually one brave Chinaman tasted a bit of it, and before long all present took a sample and soon consumed the pig. The fame of roast pig spread appropriately enough, like wild-fire, and since that day roast pig has been regarded by all nations as something worth eating. The Chinese, however, did not at first recognize that an ordinary fire would roast the succulent pig, so they began to put a pig in an outhouse and set fire to it just to get roast pig. These fires were beginning to cause some alarm when an enlightened Chinese came forward to explain how pigs could be roasted without roasting houses as well, which shows how ignorant the Chinamen were at that time. They have improved some since, especially in the matter of the meat business.

However, they have not yet passed the stage of eating the flesh of cats, dogs and rats. They cut the animals up and display the choice bits outside their shops. Here is a sample price list copied from a Chinese advertisement:

Cat's flesh,	10 cents.
Black cat's flesh,	5 cents.
Black cat's eyes, per pair,	4 cents.
Black dog's grease, per ounce,	3 cents.

Black cat's flesh is not considered as tender and juicy as that of felines of other hues and, consequently, is worth only half as much. In fact, Chinamen regard black cats as unlucky and have to sell them below their real value as compared with other cats' flesh. When a Chinaman is preparing for a holiday feast he buys his cat alive, feeds it on boiled rice and does his own killing. It is against the law to kill at any place other than the slaughter house, but John takes a chance. Dog flesh, however, is considered the most nutritious, and as Chinamen are now trying to get in good health for the coming battles they expect to take part in, dog meat is up to record prices. Until recently—say three years ago—the Chinese butcher shops were filthy places.

Then a reform came and sanitary laws were passed in Shanghai. This was only accomplished after twenty years' hard work by Dr. Edward Henderson, of Shanghai. No one will ever fully know the obstacles he had to overcome in drawing the Chinaman out of his rut of filth, superstition and con-

servatism, and to get him to adopt ideas of modern hygiene and sanitation. He well nigh despaired of ever bringing the people of Shanghai to such a position of mind that they were willing to take steps to protect themselves against the great dangers from the consumption of unhealthful foods, which are everywhere so prevalent in China.

Practically all of the cattle which reach the markets of Shanghai come down by boat from the country, are landed at a small settlement called Jessfield, and from there are taken across country to Pah-sien-jaoh, where they are purchased by the various butchers and at their convenience sent to the isolation sheds in Hongkew, and thus they remain some time in Pah-sien-jaoh. Twenty years ago this part of the settlement was also the home of the grease shops and slaughter houses that supplied meat to the lowest class of Chinese, who consumed it whether it was diseased or not. If any animal was sick, suspected of being so, or died, this is the quarter to which it was sent.

Animals from buffaloes to goats, ponies, cats or dogs, were all utilized there. To give one an idea of this district would be next to impossible, for to get that, one would have had to visit the place on a warm summer day, and when the air was reeking with the vilest stenches and the ground covered with the worst forms of decomposing matter. The land had been occupied for some ten or twelve years, and during all that time no single well-directed effort had been made, either by draining, scavenging, or building, to clean or improve the place. The sheds, boiling-down houses, and slaughter houses were, for convenience sake, placed in close proximity to one another. These, with very few exceptions, were huts of the poorest possible description, the walls constructed of bamboo or loose boardings, the floors of earth, clay, or loosely laid bricks. Drains were but shallow trenches dug in the earth, and terminating either in the soil itself or in stagnant pools in the immediate neighborhood of the sheds. These channels were filled with the refuse and scourgings of the slaughter and boiling-down houses. The contents of the paunches of slaughtered cattle, mixed with dung from the stalls, was collected in heaps and suffered to remain drying in the sun until such time as it was conveniently disposed of for manure.

The filthy surroundings of a native village, over which no foreign supervision had ever been exercised, contributed largely to the objectionable features of the place. Besides all this, rinderpest had prevailed extensively and with little abatement among the cattle stalled in this depot. Even after such reports as the one from which the foregoing is quoted, it took twenty-one years before the public opinion and the municipality could be stirred up to the point of having a public slaughter house and thorough inspection of all cattle slaughtered, and it was not until 1893 that the present abattoir was completed and a beginning made to get a reliable supply for the meat markets of Shanghai. The new slaughter houses, which are situated in Hongkew, are in every way models of convenience and modern sanitation, and fully supply the wants of the community. These buildings consist of commodious high-studded rooms with cemented floors and walls, admirable systems of drains, both for collecting the blood of the slaughtered animals and for carrying off the water used in wash-

ing and cleansing the place. There are separate rooms for the slaughter of different kinds of animals, and each room is complete as to contrivances for hanging and transporting carcasses and also as regards drains and water supply. —Butchers' Advocate.

Some persons are still old-fashioned enough to pay their debts, even although not compelled by law to do so. Purvis & Co., bankers, of Baltimore, failed in 1868, and their creditors got but little. Purvis & Co., bankers, of Williamsport, Pa., advertise their desire to pay all claims against the long defunct firm, saying: "These are debts of honor and will be paid regardless of bankrupt laws or statutes of limitations." Purvis & Co., of 1868 were grandfather and father of the Williamsport man.

Although Adam was created before Eve, the latter was the first maid.

Powdered Beef.

An Englishman has secured a patent on a new food preparation. After removing most of the fat from meat, the latter is minced and dried in a current of dry air at a temperature of under 60 deg. Fahrenheit, but raised toward the end of the process to 100 deg. Fahrenheit. When the product contains only 5 per cent. of water, it is removed and is, after first powdering, if required, pressed into blocks and packed in an impervious material. An extract is prepared by agitating the powder with five times its weight of cold water, and removing the liquid by draining, etc. The liquid is then concentrated by means of cold dry air, or by evaporating at a low temperature. When the albuminous constituents of the food are not required in a soluble form, the extracting water may be heated.

Many a young lawyer suspected of having talent has been tried and acquitted.

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.



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

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.

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.

FELL FLAT.

An Illustration Which Did Not Win Out. Written for the Tradesman.

The fellow had a clean shave, an immaculate collar and a new tie, but he looked rather tough for all that. He had the general appearance of a man who had been out with the boys the night before and had already been assisting the vital forces of nature to recover from the shock.

The merchant glanced over a number of letters on his desk and then turned about in his swivel chair and eyed him critically.

"Your application is for the vacant position of advertising manager?" he finally said.

"Yes, sir."

"These letters appear to be strongly in your favor."

The applicant bowed.

"What are you doing now?" the merchant asked.

"Writing."

"Does it pay?"

"It does not."

"How are your habits? Good or bad?"

"Bad in spots."

"I see."

The merchant lighted a cigar and meditated.

"That is a bad recommendation," he finally observed.

"Now, look here," said the applicant, "I can't see what that has to do with the matter. You want a man to shut himself up in some corner of this establishment and write advertisements, don't you? You want a man who understands the business? In other words, you are looking for results?"

"Exactly."

The merchant's eyes sparkled and he was plainly amused. The applicant saw it and went on.

"Well, suppose I come in here to sell you a lot of potatoes instead of a lot of days' work. Now, you inspect the tubers and make me an offer for them?"

"Yes."

"And you are satisfied with the goods and the price?"

"Proceed."

There was a keen look on the merchant's face, as if he guessed what was coming.

"That being the case," continued the applicant, "you close the deal. It's the potatoes you want. The real tubers, right from the soil. You expect to make a profit on 'em. You don't lean back in your chair and question me about the pedigree or habits of the potatoes."

"Well?"

"No, sir, you don't care whether they were grown behind a rustic cottage with woodbine clambering over a breezy porch or whether the hired man broke his back forking them out of a stumpy forty in a desolate land, as Kipling would say."

"I don't quite understand," said the merchant.

"Well, I come here to sell you time instead of potatoes," resumed the applicant, "and you want to know all about everything. You see by my letters that I can do good work and that ought to be enough."

The merchant laughed. In his position, many a man would have been angry and closed the conference there and then, but he was amused and let it go on.

"You care as little for me as you would care for the potatoes," the applicant went on. "It is all a matter of business. You want to handle the best

goods and you want the best advertising man you can get. You figure a margin on both. This being the case, I really can't see how it can affect you if I do drink. It strikes me that the quality of my work is the only thing that you ought to consider at this time."

The man of business gazed smilingly at the applicant for a moment before replying. He acted like a man who "had something up his sleeve."

"If you are satisfied that I can do your work," began the applicant, but the merchant stopped him.

"Look here, my friend," he said, "suppose we carry this illustration a little farther."

"About what?"

"The potatoes, of course."

"Go on, by all means."

"Suppose I buy the potatoes you bring here?"

"Yes."

"Believing them to be just as represented, all sound and right, suitable for my market, in short."

"Yes."

"Well, in a day or two I have a customer for a carload of potatoes. I take him back to the bins and find my fine stock vanished."

"I can't see—"

"Wait a moment," said the merchant. "I find my fine stock vanished, and in its place a lot of rotten stuff fit for the attention of the board of health."

"Yes, but—"

"In a moment," said the merchant. "I paid for the potatoes in order that I might have them here when wanted. Now, here in my time of need I find something entirely different. Now, see if you can find any comparison between this statement of the case and the case of a man who drinks in spots, as you say. Nothing personal, you understand."

The applicant blushed to the roots of his freshly trimmed hair.

"Confidence is an important factor between the employer and the employee," continued the merchant. "The man who pays the salary not only demands good work, but he insists on knowing that his employee will be on hand when wanted."

"But there are lots of office people who drink out of hours," said the applicant.

"Too many by far," replied the merchant. "They console themselves with the thought that they do their work correctly and that their private habits ought not to interest their employer, but they do, all the same."

The applicant arose and made slowly for the door. There was a disappointed look on his face and when he got outside he shook his clenched fist at the window of the private office he had just left.

"I've got to get up a new list of illustrations," he said. "These business men are getting too almighty cunning."

Alfred B. Tozer.

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.

But few people ever get so full of emotion that they have no room for dinner.

Does It Pay to Be Polite?

The outer door to the office building was a massive affair that swung either way.

The man who entered was in a hurry, but he considerably looked behind him to see that he did not let it swing in the face of any one who might be following.

The woman who was following seemed to be paying no attention to the door, so the man held it open for her to enter.

The thought that occurred to the woman just as she got in the doorway appeared to make her doubtful as to whether she wished to go in or out.

The man still held the door open.

The woman said: "I wonder if I have the paper that he told me to bring to this office," and began to search through the little bag that she carried in her hand.

The man said—well, never mind what the man said. He still kept the door open in order to prevent it sweeping the woman into the street.

The woman found the paper she was after and looked across the street, as if uncertain whether she had the right address.

The man said: "Pardon me, madam, but I am in a hurry."

The woman said: "Sir!"

The man said: "I can not remain here and hold this door any longer."

The woman said: "Sir, you are the most insulting man I ever met."

The man said things softly to himself, the woman entered, and the door swung back with great force.

The woman looked scornfully at the man and said something about telling her husband how she had been insulted.

The man made no reply, but later he was heard saying to himself: "And yet people claim that it pays to be polite."

Spain is happy in attending to her own affairs, with no navy to be impudent to foreign forces, and no army to send to China for missionary purposes.

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.

BUY OF THE MAKER

And you will get a harness that is a good one—and there is somebody to hold responsible for it.

We guarantee every harness we send out. We know it is a good one throughout—so do you—and so does your customer.

Write for our new catalogue of Harnesses, etc.

Brown & Sehler

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

BOUR'S
COFFEES
MAKE BUSINESS

Shoes and Leather

Legal Points the Average Shoe Dealer Should Know.

A young man who has probably been a clerk or salesman in a shoe store for some years and has been sober, prudent and saving, at some period of his life arrives at the point where he decides to go into business for himself. He has accumulated a small capital, which is possibly augmented from the paternal surplus. The young man secures a store, lays in a stock of goods, and launches the enterprise with the full anticipation and expectation of a successful career. He has done his part and done it well, why should not victory perch upon his banner?

In many instances lack of success—otherwise failure—is due to the fact that he ignores the changed position which he now occupies relatively to the community. When he was a clerk he had no legal responsibility. He arrived at the store at a stated hour, performed his duties thoroughly and conscientiously and drew his salary regularly, and that was the end of his connection with the business. Now he has assumed a place among the merchants, having a just proportion to bear of the moral and legal burdens which weigh more or less heavily on the shoulders of every business man.

How many young men in such position have, by any course, acquired any idea of their legal rights where they have rights to maintain, or of their liabilities where they may have overstepped the line of demarcation which separates their rights from the rights of others?

It is not necessary for a shoe merchant to take thorough law-course and be called to the bar any more than it is necessary for a lawyer to serve his apprenticeship in the shoe business in order to become a successful barrister. Still some acquaintance with the fundamental principles of law is by no means out of place in the fund of knowledge to be acquired by the merchant who starts out with the expectation and determination of succeeding.

Probably the most common temptation that besets the pathway of the young business man is the solicitation to endorse his name on an innocent-looking paper. A "friend" enters his office and says: "I intended to pay that little shoe bill to-day, but I am short. If you'll back my note for twenty-five, I'll pay what I owe you." In his zeal to place the amount of his friend's account on the credit side of the ledger the dealer endorses a short note, thinking that it will be met all right, as in most cases it is. But suppose it isn't met? The amount may not be large enough to cause him serious embarrassment if called upon to pay it, but he is beginning at an early stage of his career to have paper with his name on it going to protest, which is an undesirable condition, and the memory—both his own and possible future creditors'—will be a veritable Banquo's ghost. The possibility of being called upon by an officer armed with a legal process has never yet had sufficient terror to deter the merchant from succumbing to the entreaty of a friend whose importunities had the flavor of Aaron Burr's definition of truth: "Whatever is plausibly stated and forcibly maintained."

The evil of endorsing and of becoming surety generally has such possibilities of consequence that it is by no means uncommon, in fact, it is the rule rather

than the exception; when written articles of partnership are executed, there is an express stipulation entered into by both or all the partners that they will not during the existence of the partnership endorse any note or enter into any bond or other surety without obtaining the consent of the other members of the firm.

As the subject of partnership has here been touched upon, a few words more on the same subject may be of benefit to young men having a joint venture in view. A great deal of advice and counsel has at various times been given young men, a little of which they have heeded. Partnership, however, has not been the theme to any unlimited extent, and we take the liberty of making a few practical suggestions.

Here let us again disclaim any intention of invading the province of the legal gentleman. Rather we wish to make such suggestions as will make their labors lighter and more satisfactory in their results.

The articles of partnership drawn up by the average attorney in the ordinary course of business are seldom of any utilitarian value. They prescribe certain features of the agreement to be performed by each partner, and recite that certain capital has been contributed to the joint fund by each, and that profits are to be divided by a rule laid down in the agreement.

A partnership may and frequently does exist without any written agreement, and further, a partnership may exist as to creditors without any intention of such a condition on the part of either member of the firm. Articles of partnership serve a useful purpose when they are properly drawn and are lived up to verbatim et literatim, and if they are not lived up to they are usually worse than useless, in fact, they become an instrument of wrong and oppression against some member of the firm whom it was the original intention to protect and give equal rights with all other parties interested.

As stated above, a firm may come into being without written agreement or articles of any kind, but as it is customary to call in the services of a lawyer, it may be suggested just here that the less binding the articles are the better for all concerned. The clause prescribing the duties of each partner is useless or worse. If one partner has peculiar ability in the matter of purchasing goods that duty will naturally devolve upon him without a stipulation to that effect in the agreement. So, if another has particularly winning and persuasive ways in the way of selling, he will naturally gravitate to the salesroom. Still the occasion will sooner or later arise when one or other will be obliged to perform the duties of a branch not assigned to him in the articles and then the written agreement fails to provide how the labor shall be done. Take the possible illness of the salesman-partner. The store must not be closed on account of sickness; the other partner must keep it going just as if nothing had happened. Why then put a hard and fast agreement in the articles of partnership to the effect that one shall do the buying and the other shall do the selling?

So, also, many other items which usually form a large part of the "partnership papers" drawn up by the average attorney are of no practical benefit to anyone. In fact, changes and increase of business render them nugatory.

Some of the stipulations, however, should be definite and without the possi-

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--OUR DIAMOND DUCK BOOT--



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

\$4.50 list.

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

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Headquarters for Rubbers:

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What are the Keystones?

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

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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.

bility of misunderstanding. Provision should be definitely made for the termination of the partnership. A mercantile partnership is seldom made for a term of years, but is generally supposed to continue indefinitely, frequently receiving the sons of the original partners to continue the business. Still, the method of determining the business relations should be plainly provided for, and also the causes which shall operate as a term to the partnership. The assignment of his interest by a partner is sufficient ground for closing a partnership, as are many other acts which will be duly enumerated by the attorney who draws the papers.

Provision should also be made for the more than possible contingency of losses by the firm, in what proportion they shall be met and by what means they shall be liquidated. It is further suggested that a proviso be inserted that when the losses shall amount to a certain sum stated the firm shall dissolve ipso facto.

Another stipulation that should be made and strictly adhered to is that at stated periods, as frequently as twice a year at least, a thorough accounting shall be had between the partners of all gains and losses of the firm and all receipts and expenditures by each member on the firm account, in short, a regular balancing of the books to the point of showing the present situation to the uttermost farthing. Such balances should be tabulated and drawn up in as many copies as there are partners, and each should be signed by all the partners. This will avoid the possibility of further quarreling and perhaps litigation, except with a well grounded charge of fraud.

Provision should also be made for the contingency of fire, and the disposition of the insurance money. If one partner has contributed all the capital, it will be seen that the arrangement whereby the insurance is to be equally divided is in effect an inducement to the non-capitalist at least to stand back and make no attempt to extinguish it if the store should get afire.

Insurance is another topic on which most merchants are woefully ignorant. Probably not one in a thousand who holds one or more policies of insurance has read the same, or knows what restrictions they impose upon him in the conduct of his business. As a rule, the merchant leaves everything blindly to the insurance solicitor, trusting that he will never come in collision with the company. But when he does have such collision he frequently finds that he has violated all the terms of the agreement and that the policy was long since voided by his own act.

Here then is a topic upon which a young merchant or firm will do well to acquire such legal knowledge of rights and disabilities as will preserve the policy in its full force and virtue. The policy should be carefully read over, and if there is anything that is in the slightest degree doubtful in the mind of the assured it should be submitted to counsel, and the company should also be called upon for explication.

The laws relating to insurance are so different in different states that it is better to apply to local counsel for definite information than to depend in any degree upon the enunciation of general principles by a handbook of business forms or similar source of legal information.

The subject of losses, slightly touched upon above, should have due considera-

tion as a possibility, however remote.

"In the bright lexicon of youth there's no such word as fail," still statistics show that failure is at least equally the rule with success. We have no desire to discourage young men embarking in business, but rather to suggest the means of extricating themselves from an intolerable position in which they may be placed without fault of their own.

The present bankruptcy law, although imperfect in some details, is a piece of legislation that has long been needed by the country. It is much simpler and cheaper in its working than the law which preceded it, and may be invoked by either debtor or creditor.

It may be well to state at this point some of the acts of a debtor which give the creditor the right to petition the court to declare such debtor a bankrupt: Concealment of property so that no attachment or levy can be made; concealment of the person or absence from home, so that no service can be made; failure to meet notes and bills when due and presented for payment, and assignment or preference of one creditor. All these and more are "acts of bankruptcy" and if the debtor owes \$500 bring him within the purview of the law, and young men starting in business will do well to so order their affairs and lives as not to put themselves too near the brink.

Voluntary bankruptcy, whereby the debtor seeks relief from his outstanding obligations, while not desirable or pleasant to contemplate, is sometimes imperative. It does not necessarily involve moral turpitude, but simply enables the bankrupt to take a new start, relieving him from the immediate pressure of his creditors.

A number of men, prominent in public life to-day, have in their early days been discharged in bankruptcy, but it is to be said to their credit that, in most instances, when they have reached a position where it was possible they have "drawn back the curtain of the past" and paid their obligations in full.

Bankruptcy, while it affords relief from the legal constraint to pay, does not in the slightest degree affect the moral obligation.

We have thus lightly touched upon some legal topics that are likely to arise in the experience of every young man starting out as a shoe dealer. We have not encroached upon the preserves of the counsellor, but have endeavored to be practical in the suggestions made. In conclusion, let us again advise the young man, if any trouble should arise, consult good counsel and be guided by his advice.—Boot and Shoe Recorder.

The honey-producing industry of Evansville, Ind., has reached such magnitude that the city council is considering an ordinance declaring the bees a nuisance and requiring the owners of hives to move them outside the city limits. It is said that seventy-five persons have colonies of bees in the city, and the bees produce \$10,000 worth of honey a year. Persons who want the bees taken out ask that it be done by Sept. 1. The bee owners have engaged a lawyer, who has represented to the city council that there is not a city in the State that forbids people to have beehives.

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

AMAZON KIDS



Made from a Fine Goat Skin that will wear well and give comfort to tired Feet.
Made in Bals only, cap toe D E & E E.
Goodyear Welts, \$2.50 pair.
McKay Sewed, \$2.00 pair.
Write for sample dozens.
Orders filled the day received.


BRADLEY & METCALF CO.,

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--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'.

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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.

Hardware

Possibility of the Use of Titaniferous Iron Ore.

The results of a remarkable series of experiments now being conducted at Niagara Falls will be announced shortly and the projectors say that if the results fulfill their hopes a revolution in the American iron and steel trade is sure to follow. These experiments come under two heads.

Of the two, perhaps, the researches of Auguste J. Rossi concerning the use of titaniferous iron ore are the more important. The fact is that, if it could be shown to the steel trade that iron ore containing a percentage of titanium was practicable for use, enormous deposits of such ore would be thrown on the market and the commonly expressed fear that the United States is already in sight of an iron ore famine would be dispelled. No less than 30 per cent. of the iron ore on this continent is titaniferous in character, and as such is deemed useless by the iron manufacturers. In New York State alone there are mountain masses of iron ore containing titanium, and if one thoroughly explored deposit in the Adirondacks was available, enough iron to supply the world for 100 years would be within easy reach of the market. Other great deposits occur in North Carolina, Colorado and Michigan. John Birkenbine, before a recent meeting of the American Society of Mining Engineers, commented sadly upon this fact, saying regretfully that nature seems to have placed these titaniferous deposits within easy reach of the miner, near the surface and near the markets. If iron ore containing titanium can be smelted with ease the United States will be the first to profit, and her profit will be the greatest.

The other head is no less important, inasmuch as its results when applied will be to increase the quality of steel and cheapen its cost. It is the discovery of a cheap method to produce a ferro-metal—ferro-titanium, in fact—and so great is the interest in this alloy that one foreign government at least is keeping close watch upon the experiments and will try some itself with a quantity of the substance made at Niagara Falls.

A glance at the first field will show its vast importance. It has been thought that iron ore containing titanium could not be worked inasmuch as the titanic acid produced in the smelting made an infusible slag. Iron workers have accepted as final the judgment of a few men who have declared this to be a fact. Yet titaniferous ore has been worked, and steel made from titaniferous iron was the first American product to attract attention abroad. At the London Exhibition of 1851 a gold medal was given to American steel made in New Jersey from Adirondack ore. In England, at Norton-on-Tyne, titaniferous ore was worked for many years until the general introduction of the Bessemer process. At this place, in order to flux the mass, 40 per cent. of limestone was added together with 40 per cent. of silica, which gave too high a percentage of slag to be worked profitably. Yet the furnaces ran for seven years.

Mr. Rossi's method, which is now patented, is briefly to treat the titanic acid as other furnaces do silica. No silica is added to make a slag, but the trick is done by the addition of a dolomitic limestone. The greater the num-

ber of bases, the greater the number of substances that unite with silica, the more fusible the slag, so a magnesian limestone is added to fulfill this condition, and no silica, save what is brought to the furnace in compound with other substances, is used. The result is said to be entirely satisfactory.

The modern tendency is to mix so called hard ores with hematite ores to produce the best iron. It is a fact that the supply of hard ores in the United States is limited. The Lake Superior and Messaba ores are very popular, but the supply is by no means abundant. So great is the demand for these ores that very "lean" ores, containing but 35 per cent. of iron, are transported from Lake Superior to Pennsylvania to fulfill the conditions of the market. The lake transportation being cheap makes this feasible. Now the titaniferous ores are "fat" ores. The Adirondack ores run from 54 to 64 per cent. iron, and contain from 10 to 18 per cent. titanium. They are free from sulphur and phosphorus. They are ideal ores if they can be worked, and Mr. Rossi has practically solved their working.

Not many years ago Andrew Carnegie said, while at Troy, that the best thing to do with the iron manufactures there was to blow them up with dynamite. A general adoption of titaniferous ores would make of the Upper Hudson Valley a busier spot than the river valleys about Pittsburg.

The Niagara experiments in the making of ferro-titanium are more interesting to the layman. Daily in an old stone house, formerly the home of one of the Porter families, some 500 pounds of this alloy are made by Niagara power and given to steel companies freely in the expectation that the results will be so surprising that a big market will be created at once for the product. The mere fact that a new ferro-metal was on the market was enough to cause steel men to prick up their ears, and the results of experiments carried on so far have been such as to cause the Ferro-Titanium Company, recently incorporated, great joy. A ferro-metal is used by steel manufacturers to impart certain desired qualities to steel. Why it accomplishes any of the remarkable things it does is beyond all present possibilities of explanation. But ferro-manganese, ferro-nickel, ferro-chrome, ferro-tungsten and ferro-molybdenum are all extensively used. Each alloy imparts a certain desired property and there is no ideal so far. The cost of each is very considerable, running as high as \$2 a pound, so the introduction of a cheap alloy would affect the steel market chiefly.

Ferro-titanium is no new compound. It has been made in Germany, and it is stated with some show of authority that the secret of the Krupp process is the use of this compound. Doubtless the popular eye will see in ferro-titanium a revolution in armor-plate making and be attracted thereby. No experiments with armor plate made from steel seasoned with this alloy have been made, but it is stated that one foreign government is making enquiries, and has taken steps to secure enough of the substance to make a test. The obvious advantages of ferro-titanium in steelmaking are that it is so cheap, that the ore from which it is made is so common, and particularly that it imparts such desirable qualities to the steel. Mr. Rossi is not ready to give out figures as to how much it benefits steel, but

the general deductions are easily made.

The introduction of ferro-titanium in cast iron, as has been definitely proved, increases its cross breaking powers anywhere from 25 to 50 per cent. and its tensile strength the same amount. In any casting made to stand high pressure, such as the steam pipes for boilers, ferro-titanium is proved to be invaluable.

But here lies the importance of the alloy in cast iron. Ferro-titanium added to an inferior or indifferent pig iron will make excellent cast iron of it. It seems to impart many desirable qualities and it makes the iron much more powerful and tenacious. Furnaces may use inferior ores and still get an excellent result.

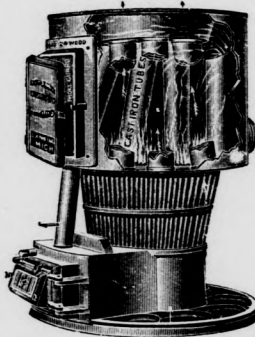
The experiments with steel so far have been limited to crucible steel. It has been shown in a general way that the addition of this alloy imparts tenacity and elasticity to a high carbon or hard steel. It is shown especially by the increase in the elastic limit, which in very hard steel containing 1.25 per cent. of carbon was shown to be from 50 to 60 per cent. of the breaking load. A tool made from it was tested in planing the heads of projectiles the other day and it stood the test marvellously. It seems to make hard steel very tena-

cious. But the actual figures are being carefully compiled from the result of many tests not being carried on at prominent steel works.

It is interesting in this particular to view Mr. Rossi's views on why this should be so. The great mystery of steelmaking has been why certain ores of the same composition made into steel in a graphite crucible should be better than the same materials made into steel in the converter, or the open hearth process. In other words, take the same material, make it into steel by the three methods and the converter steel will be the poorest, the open hearth better, and the crucible steel the best of all. Both Prof. Langley and Prof. Metcalf, the greatest authorities on steel, have said that doubtless the difference is due to the prevalence of hydrogen and nitrogen in the steel. Of course a test for either of these substances, while possible, would be expensive, for all air would have to be exhausted from the retorts in which the experiments were made.

Mr. Rossi points out that titanium is a metal which has a striking affinity for nitrogen; in fact, it is the only metal which will burn in pure nitrogen. The addition of ferro-titanium to steel would therefore have a tendency to remove

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Foster, Stevens & Co., Grand Rapids

nitrogen from the mass, and so purify it. In crucible steel, of course, no nitrogen save that already in the crucible could get into the steel, while in the other processes quantities would be naturally added, so Mr. Rossi has upheld the theories of both Langley and Metcalf.

Crucible steel costs from 15 to 60 cents a pound. If the introduction of ferro-titanium to steel made by the cheaper processes will obtain as good results steel making in this country will have made a gigantic stride. The product will be both cheaper and better. If a nation's progress is to be gauged by the barometer of its steel trade the United States will profit immensely.

Niagara power has made the experiments with ferro-titanium possible, and at Niagara will the future industry be located. What ferro-titanium was made in Germany was made through the reducing agency of powdered aluminum, which cost \$2 a pound. Mr. Rossi's method is simpler. In large furnaces containing scrap iron, titaniferous ore from the Adirondacks and small blocks of aluminum a huge carbon is lowered and the tremendous current of electricity turned on. The mass begins to glow and the aluminum burns so that its heat adds to the temperature. A part of the current is then turned off that the aluminum may assist in the work. The result of the reduction is pure oxide of aluminum, ferro-titanium, a mixture of iron and titanium, and a valuable slag. On a large scale the cost of producing ferro-titanium is very small indeed, but the heat of the electric furnace is necessary for the process.

The cakes of ferro-titanium thus made are at the disposal of any steelmaker who wishes to experiment. The four small furnaces now at work are kept very busy supplying the demand. Some will be shipped abroad in the near future.

Connected with Mr. Rossi's experiments, covering a number of years, is James MacNaughton, of New York, formerly of Albany. It was his grandfather who owned the mines of titaniferous ore in the Adirondacks from which the steel was made that surprised the London Exhibition of 1851. The Ferro-Titanium Company is organized at present on a small scale with a capitalization of \$100,000, and it is intended merely to bring the experiments to a close. Associated with Mr. MacNaughton are Gen. Field, of Buffalo, Gen. Edmund Hayes, of Buffalo, and C. S. Maurice, of Athens, Pa., these three having made their fortunes in the bridge building business. Recently Mr. J. J. Albright, of Buffalo, the chief stockholder in the big new steel company now building mills at Stony Point, near Buffalo, in which millions are interested, was allowed to come in. The connection of Mr. Albright leads to the conclusion that this new steel plant intends to surprise the world with a fine grade steel obtained by the use of ferro-titanium.

The whole matter backs up the belief of many that the Niagara frontier is a coming steel center. Situated so near to the Adirondack iron beds, now lying idle, and in the path of lake commerce, Lake Superior ores are landed there at a saving of transportation over Pittsburgh, and the outlook for the frontier is particularly bright.

But the subject is a vaster one than this. Mr. Rossi's experiments are of national importance. Europe is now confronted with an iron ore famine. If

the tests of the next few months justify the predictions of those who have watched the ferro-titanium experiments, a revolution in the steel industry, comparable only with the introduction of the Bessemer process, will be seen, and the United States will benefit at once. Canada is watching closely, too, and the recent report of J. Obalski, the Inspector of Mines for the Province of Quebec, gives a hint of the experiments, for Canada has tremendous deposits of titaniferous ore.—New York Sun.

Guinea Hens as Watchdogs.

From the Philadelphia Record.

"Talk about watchdogs!" said a man who lives at Clifton Heights. "Dogs are not in it with guinea fowl. I ought to know, for I have a flock of them at my country place. All day they wander about, but at suns t they go to roost in a pine tree at one side of the house. There is no danger from burglars with these birds around. They sleep up in the trees summer and winter, and they sleep with one eye open. They hear every little sound all over the place. The family can talk and laugh and walk about in the evening, without disturbing their peace of mind in the least, but a stranger they detect at once, if it's only a stray cat or dog. We've had people walk quietly over the lawn just to test the birds, and they never once failed to raise an alarm. They use judgment, too. When we're all about they content themselves with a subdued cackle, enough to attract our attention, but later, after things have settled down for the night, a noise makes them break out in shrill cries sufficiently to wake the dead. It's rather annoying at times, when one gets home from the city late, and doesn't care to have the whole family aroused by his arrival, for instance. But consider the comfort with which one can go to sleep at nights! Give me guinea fowls for watchdogs every time."

Joke on the Grocery Clerk.

The grocery clerks of Norwich, Ct., are enjoying a joke at the expense of one of their number, on account of a blunder which he made. Several customers had come into the store and asked for huckleberries, and had been informed by the clerk that he had some of very fine quality. He made many sales and soon exhausted the stock. It happened that the grocer had advertised dried currants that morning and when calls were made for that article none could be found. None of the clerks had sold any, and their disappearance was shrouded in mystery. Later in the day the huckleberries began to be returned. The clerk had mistaken the currants for huckleberries.

Department Stores for Mexico.

A syndicate of American capitalists has organized a company to introduce in Mexico departmental store methods of doing business for the City of Mexico. The new company has a capital of \$1,000,000, and the interests behind the venture, it is said, have fully considered the problem, with the result that they consider the proposition a foregone success. The name selected is the General Stores Co. of Mexico. It is proposed to establish in the City of Mexico a store similar to the big department stores in American cities. American methods will be adopted as far as practicable.

A Presque Isle grocery clerk had an adventure one day lately with one of those playful effervescent kegs of molasses common to summer time, which was more amusing to bystanders than it was agreeable to him. He had filled it for a young lady customer, but the oozing and sizzling about the stopper of the uneasy liquid caused him to conclude that he had filled the jug too full. He accordingly bent down over it and took the stopper out, when a quart or more of the contents flew as if charged with compressed air, completely covering his face and shirt front and making him for the time being a walking fly catcher.

Hardware Price Current

Augurs and Bits				Nails			
Snell's.....	60			Advance over base, on both Steel and Wire.			
Jennings genuine.....	25			Steel nails, base.....	2 60		
Jennings' imitation.....	50			Wire nails, base.....	2 60		
Axes				20 to 60 advance.....	Base		
First Quality, S. B. Bronze.....	7 00			8 advance.....	5		
First Quality, D. B. Bronze.....	11 50			6 advance.....	10		
First Quality, S. B. S. Steel.....	7 75			4 advance.....	20		
First Quality, D. B. Steel.....	13 00			3 advance.....	45		
Barrows				2 advance.....	70		
Railroad.....	18 00			Fine 3 advance.....	50		
Garden.....	30 00			Casing 10 advance.....	15		
Bolts				Casing 8 advance.....	25		
Stove.....	50			Casing 6 advance.....	35		
Carriage, new list.....	70			Finish 10 advance.....	25		
Plow.....	50			Finish 8 advance.....	35		
Buckets				Finish 6 advance.....	45		
Well, plain.....	\$4 00			Barrel 3/4 advance.....	85		
Butts, Cast				Rivets			
Cast Loose Pin, figured.....	65			Iron and Tinned.....	50		
Wrought Narrow.....	60			Copper Rivets and Burs.....	45		
Cartridges				Roofing Plates			
Rim Fire.....	40&10			14x20 IC, Charcoal, Dean.....	6 50		
Central Fire.....	20			14x20 IX, Charcoal, Dean.....	7 50		
Chain				20x28 IC, Charcoal, Dean.....	13 00		
Com.....	7 c.	5-16 in.	3/4 in.	14x20 IC, Charcoal, Alloway Grade.....	5 50		
BB.....	8 1/2	6 c.	5 c.	14x20 IX, Charcoal, Alloway Grade.....	6 50		
BBB.....	8 1/2	7 1/4	6 1/4	20x28 IC, Charcoal, Alloway Grade.....	11 00		
Crowbars				20x28 IX, Charcoal, Alloway Grade.....	13 00		
Cast Steel, per lb.....	6			Ropes			
Caps				Sisal, 1/4 inch and larger.....	9 1/2		
Ely's 1-10, per m.....	65			Manilla.....	14 1/2		
Hick's C. F., per m.....	55			Sand Paper			
G. D., per m.....	45			List acct. 19, '86.....	dis	50	
Musket, per m.....	75			Sash Weights			
Chisels				Solid Eyes, per ton.....	25 00		
Socket Firmer.....	65			Sheet Iron			
Socket Framing.....	65			com. smooth, com.			
Socket Corner.....	65			Nos. 10 to 14.....	\$3 20		
Socket Sinks.....	65			Nos. 15 to 17.....	3 20		
Elbows				Nos. 18 to 21.....	3 30		
Com. 4 piece, 6 in., per doz.....	65			Nos. 22 to 24.....	3 60		
Corrugated, per doz.....	1 25			Nos. 25 to 26.....	3 70		
Adjustable.....	40&10			No. 27.....	3 80		
Expansive Bits				All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Clark's small, \$18; large, \$26.....	30&10			Shells—Loaded			
Ives' 1, \$18; 2, \$24; 3, \$30.....	25			Loaded with Black Powder.....	dis	40	
Files—New List				Loaded with Nitro Powder.....	dis	40&10	
New American.....	70&10			Shot			
Nicholson's.....	70			Drop.....	1 50		
Heller's Horse Rasps.....	70			B and Buck.....	1 75		
Galvanized Iron				Shovels and Spades			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17			First Grade, Doz.....	8 60		
Discount, 65 10.....	17			Second Grade, Doz.....	8 10		
Gauges				Soldier			
Stanley Rule and Level Co.'s.....	60&10			1/4@1/2.....	21		
Glass				The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Single Strength, by box.....	80&20			Squares			
Double Strength, by box.....	85&10			Steel and Iron.....	65		
By the Light.....	80&10			Tin—Melyn Grade			
Hammers				10x14 IC, Charcoal.....	\$ 8 50		
Maydole & Co.'s, new list.....	33 1/2			14x20 IC, Charcoal.....	8 50		
Yerkes & Plumb's.....	40&10			20x14 IX, Charcoal.....	9 75		
Mason's Solid Cast Steel.....	70			Each additional X on this grade, \$1.25.			
Hinges				Tin—Alloway Grade			
Gate, Clark's 1, 2, 3.....	60&10			10x14 IC, Charcoal.....	7 00		
Hollow Ware				14x20 IC, Charcoal.....	7 00		
Pots.....	50&10			10x14 IX, Charcoal.....	8 50		
Kettles.....	50&10			14x20 IX, Charcoal.....	8 50		
Spiders.....	50&10			Each additional X on this grade, \$1.50.			
Horse Nails				Boiler Size Tin Plate			
Au Sable.....	40&10			14x56 IX, for No. 8 Boilers, } per pound..	10		
Putnam.....	5			14x56 IX, for No. 9 Boilers, }			
House Furnishing Goods				Traps			
Stamped Tinware, new list.....	70			Steel, Game.....	75		
Japanned Tinware.....	20&10			Oneida Community, Newhouse's.....	40&10		
Iron				Oneida Community, Hawley & Norton's.....	65&16		
Bar Iron.....	2 25	c rates		Mouse, choker, per doz.....	15		
Light Band.....	3 c rates			Mouse, delusion, per doz.....	1 25		
Knobs—New List				Wire			
Door, mineral, jap. trimmings.....	85			Bright Market.....	60		
Door, porcelain, jap. trimmings.....	1 00			Annealed Market.....	60		
Lanterns				Coppered Market.....	50&10		
Regular 0 Tubular, Doz.....	5 25			Tinned Market.....	50&10		
Warren, Galvanized Fount.....	6 00			Coppered Spring Steel.....	40		
Levels				Barbed Fence, Galvanized.....	3 20		
Stanley Rule and Level Co.'s.....	70			Barbed Fence, Painted.....	2 90		
Mattocks				Wire Goods			
Adze Eye.....	\$17 00.	dis		Bright.....	75		
Metals—Zinc				Screw Eyes.....	75		
600 pound casks.....	7 1/2			Hooks.....	75		
Per pound.....	8			Gate Hooks and Eyes.....	75		
Miscellaneous				Wrenches			
Bird Cages.....	40			Baxter's Adjustable, Nickeled.....	30		
Pumps, Cistern.....	70			Coe's Genuine.....	30		
Screws, New List.....	80			Coe's Patent Agricultural, Wrought, 70&10			
Casters, Bed and Plate.....	50&10&10			Aluminum Money			
Dampers, American.....	50			Will Increase Your Business.			
Molasses Gates				GOOD FOR 10 IN MERCHANDISE.			
Stebbins' Pattern.....	60&10			THE LIVINGSTON COAL COMPANY, KY.			
Enterprise, self-measuring.....	30			Cheap and Effective.			
Pans				Send for samples 2nd prices.			
Fry, Acme, polished.....	60&10&10			C. H. HANSON,			
Common, polished.....	70&5			44 S. Clark St., Chicago, Ill.			
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.....	60						
Bench, first quality.....	80						

Clothing

Fads and Fashions in Summer Clothing and Furnishings.

The unbounded popularity of the serge from year to year shows no signs of diminishing this year. From the \$7.50 blue and black serge, worth fully \$15, according to the legend attached to it, to the expensive tailor-made garments, there seems to be a sale for nearly all of them, to judge by the number of rough and smooth, blue of all shades, and black that are worn in their entirety, or with an extra pair of trousers, or minus a waistcoat, and with duck trousers. Its popularity is really deserved, as it wears well, is a good knockabout suit, keeps its shape and is pretty near as cool a suit as can be found to resist the ravages of the heat. Its one disadvantage is that it stains very easily, and that each stain is so very perceptible. However, to counterbalance this, it is not difficult to remove any ordinary spot that may find its way thereupon. I do not believe that the flannel suit is here to stay, among the better class of dressers, especially the suits with the perceptible stripes. As usual, cheap imitations are killing its popularity among the best dressed men. Since its sudden leap into popularity, there are patterns almost innumerable. Those most favored by the well-dressed man have stripes that can only be noticed when near the wearer, a faint green stripe or a thin red running through a ground of gray, the goods to be rather rough. I was told by an observer that he could always tell the made-to-order flannel suit from the ready-made chiefly by one peculiarity, and that was the trousers. Those that are tailor made are made a trifle longer than they should be, as they are made to be turned up, and the necessary allowance is made, unlike those suits that are ready-made without any allowance, so that when the wearer follows the fashion and turns the ends up, the trousers are much too high. The same observer told me that white waistcoats and white ties are being worn by a great many dressers who know what the most correct attire is, and furthermore asserts that this fashion is widely spreading. He says that the reason for this change is that there is so much informality allowed during the summer that men are liable to go a little further, and he furthermore sees no reason why a white waistcoat and tie ought not to be worn.

I believed that he was mistaken in his supposition, and to make sure I looked the matter up, and find from several authorities, both of whom I consider unimpeachable, that it is absolutely incorrect to wear any but a black tie or waistcoat with a dinner coat, in spite of the fact that there may be found a few dressers who think otherwise and dress accordingly. I have no doubt that the wrong way would look just as neat and attractive, but that is not the question; there are certain set rules which must be followed without a break by those who pride themselves upon being really in style. During the summer, a certain amount of leeway is permissible, such as wearing a tuxedo or even duck trousers and a serge coat to an informal affair, but even in this case, the proper auxiliaries that accompany the tuxedo and duck trousers must be adhered to rigidly. Of course, there are a great many suits extensively worn, outside of flannels and serges. The woolen and worsted sacks are still as popular as

ever, with the prevailing tone gray, and various shades of green cleverly woven in.

The class of neckwear worn this summer is largely determined by the styles of collars worn by the well-dressed men. As predicted, the high turn over is worn, almost to the exclusion of any other sorts. Naturally, the bow goes with this, and the batwing or round-cornered bow is worn very extensively. Square ends are a bad third in popular favor. While there are a great variety of patterns of all kinds, there is a decided increase in the popularity of the black silk bow, with small knot, and of medium size, tied rather negligently, to avoid the impression of being made up. This style of bow has a great deal to recommend it. First of all, it is not the least bit loud, and I know of no tie that looks more natty, especially with a high turn-over collar and a white negligee shirt. With shirts of more talkative patterns it has a decidedly soothing effect. With the high turn-over, narrow four-in-hands, narrow at the top, so as to be easily adjusted, and with either apron or straight ends to suit the convenience of the wearer, are trying to crowd the bow out of first place, as the most popular tie. But, although they have a secure second position, the bow easily reigns supreme in the first position. I am glad to say that there is very little loudness displayed in neckwear. Quiet and neat patterns prevail. It seems as though men's appetite for color is satisfied in some of the rather gaudy specimens of shirtwear and half hose. Those horrible, poster-like nightmares, termed Rumchundas, find little attention among the best and most careful dressers, excepting those more rational designs, in blue, with white figures or other modest combinations. Where bright colors are worn, as a rule they are worn with combinations that give the "tout ensemble" a smooth appearance the opposite of gaudy. For instance, ties of red, and a bright red at that, are worn in both the bow and narrow four-in-hand varieties, sometimes with small polka dots. With a white negligee they have an exceedingly neat and attractive appearance. Navy blue ties with polka dots and cravats of gray mixtures are frequently to be seen, while white ties are finding considerable favor.

As the summer advances, the retail and department stores' shelves and windows are flooded with half-hose from the American and foreign mills in patterns that seem endless. There is noted a more quiet tone prevailing, which in no sense lessens their effectiveness, and the number of really handsome creations seem to be innumerable. While the greatest number have stripes running up and down, the vertical stripes have no monopoly. Hosiery in solid colors, black, tan, or blue, or with polka dots, are finding a host of friends. One also notices that in the half hose that retail for 50 cents, cross stripes are becoming more and more popular. I notice a good many of the best dressers are wearing half hose with faint cross stripes, and vertical arrowlike figures worked on each side, or on the instep.

The styles of canes vary, just as other articles of fashion, and this summer they are no exception. The custom of carrying those enormous affairs, a somewhat English mode, seems to have gone out of style, and the sticks that are now being carried are of a much slighter build. Those very thin and slight sticks, the handles made of silver, do not

seem to have taken hold of the popular fancy, as they are rather too much like those carried by French dandies to suit the more robust taste of an American, while the flexible bamboo, lately so popular, is not carried to nearly as great a degree. The most popular canes are the simple ones, with a neat handle and of medium size.

In the first directory of New York City, published over 100 years ago the Vanderbilts whose names appeared were not of the old Commodore's ancestors. They were Dutch and spelled their names "Van der Bilt," the most prominent among them being a well-to-do truckman. At that time the ancestors of the present multi-millionaires were farmers on Staten Island.

Women may never get their rights, but their lefts will always be in evidence in the shape of old bachelors.

Science of Advertising.

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

If you are poor your friends seldom help you, but if you are rich they usually want to help themselves.

Dress Coats of Duck

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

Michigan Clothing Co.,
Ionia, Mich.



"Better Quality for Less Money"

When in Chicago

drop in at our Chicago office, No. 412 Medina Temple, and take a look at our line of "Correct Clothes." You will be surprised and pleased to see how much quality and style you can get for the money. We're putting up a line of Men's Overcoats and Suits that can't be touched anywhere in the country at the price. The simple reason for it all is that we have no "fancy expense" account, and we put that big item into materials and workmanship and give you the benefit.

We show Men's Suits at all prices ranging from \$3 75 to \$14.00; Men's Overcoats from \$3 75 to \$16.00.



It will pay you to visit us in Detroit to see us where we live; besides, Detroit will be a pretty lively town during August.



Heavenrich Bros.



Dry Goods

The Dry Goods Market.

Staple Cottons—Brown cottons have seen only a moderate business, and where holders have any considerable amount of stocks, prices are irregular. This applies, however, only to stock goods, but even at the regular quotations to-day, it is not easy to do business for future requirements. Fine brown sheetings are irregular, and in the buyers' favor. Wide sheetings show no change, but buyers look for some reductions in the near future. Denims are quiet, and buyers seem to overlook them to a considerable extent. Other coarse colored cottons are easy in tone, and the demand light.

Prints and Gingham—Printed fabrics seem to have little of interest to the buyers this week, and fancies are overlooked in nearly all grades. There have been no changes in prices. Staple prints have secured a moderate business, and the printers are feeling somewhat dubious about the season. The fall line business was small, and it looks as though they would have to run on part time if they are going to keep in pace with the market, and not make up stock goods. Percales are quiet, and somewhat irregular in prices. Fine woven shirtings are moving in fair shape for spring, and the majority of sellers say they are nearly through with this business. Gingham, both staple and dress styles, show a moderate demand at previous prices.

Dress Goods—There is very little doing in dress goods. For the most part the market is firm, and in some classes, repeat orders are appearing in good number. Until the jobbers dispose of their goods, much energy in this market can not be expected.

Underwear—Fancy underwear is more prominent in the spring samples than ever before, and the colorings and combinations are much neater and more harmonious than ever. Delicate tints and small patterns or stripes abound, and the general effect is pleasing. Whether the retailers will have the same success this next season as during the present is a little doubtful, yet the feeling that they will is growing. Duplicate orders for fall underwear are becoming more frequent, and it seems now as though the season was in a fair way to become a good one. Cancellations have not been heavy, and those that have been received have been prepared for so that they do not affect the market.

Carpets—The lower grades are receiving more attention, and some of the smaller manufacturers will change a portion of their looms to make CCs and granite ingrains, instead of standard extra supers. Manufacturers running on standard goods do not feel justified in making any concessions at present prices of raw material and yarn, preferring to run light and maintain prices rather than lower the value and reduce the quality; yet it is true that there is quite a large amount of orders for goods not strictly standard, sold slightly under regular prices by the smaller manufacturers. Manufacturers of damask and Venetian stair carpets are still busy on orders, which will last for some time to come. Hemp carpets and napier matings, as usual at this time of the year, are slow. The spring of the year is the best season for these goods. Cocoa mats are selling very

well at present. They range in price, wholesale, from \$3 per dozen up, according to size and quality.

Hosiery—The buyers who are now visiting the importers of foreign hosiery are finding that the reports about the advances in the Chemnitz market have not been exaggerated, as the fall prices are considerably in advance of those of last year, and as this is general wherever they go, they are paying the increase and are buying quite freely under the circumstances. The fall hosiery makes a good showing and some of the new designs are very attractive. The tendency in both women's and men's goods is for neat effects. Stripes, small figures and embroidered effects are good property. Larger patterns and loud colors are seen but rarely and are not meeting with ready sale.

Umbrellas—Reports from the road men are not encouraging. They are not meeting with as good results as was at first expected. They find the retailers are carrying over rather large stocks, and combined with the fact that the parasol business has been somewhat of a disappointment, the merchants throughout the country are not buying liberally. Prices for fall are about the same as those of the previous season. The market on umbrella materials is quite firm, and the furnishings are as high as ever, so that there is little possibility of there being any decline in values during the next few months. Umbrellas are figured at a very close margin of profit, and it requires considerable change in the cost of materials before the manufacturers can reduce the price of their products. Although but few holiday goods are being sold at the present time the new line of handles are ready to show the buyers who are expected here during the coming month. Much care has been taken to get out a large assortment of goods, and the result is that the varieties are larger and handsomer than ever. Among the very finest handles gun metal is a strong favorite. These are often set with real or mock jewels and are very handsome. Among the extreme novelties some were shown with round tops, which could be opened, and displayed a receptacle to be used as a bon bon box, others contained pin cushions, and still others an arrangement for holding small change. Ivory handles are prominent in the new lines, and pearl will no doubt be as popular as ever. Many of the silver mountings are in the "new art" designs, and are very effective. Natural wood, both trimmed and plain, is holding its own, and horn handles are still being called for.

Signs That Told.

The passenger in the sleeping car awakened by the stopping of the train, pushed aside the blind and looked out. "Blitz & Schlitz," "Kumpff & Donnerwetter," "Schligel & Knopf," "Leopold & Schwartzheimer," he said, reading the business signs that met his eye. "Well, I see we've got to Milwaukee."

Revenge on the Chinese.

Aunt Mandy—What on 'arth hev yew done?
Uncle Josh—I told y' I'd hev revenge on them Chiny folks, an' I swow I have. I've killed every dinged Shanghai in the roost.

To Cover Up the Necktie.

Hewitt—What are you raising whiskers for?
Jewett—Well, I don't mind telling you that I am wearing a necktie my wife gave me.

Officers of one of the railroads operating in the territory west of Chicago are considering the advisability of abandoning the time-honored title of brakeman on passenger trains and substituting the names, "first assistant conductor," "second assistant conductor" and so on down the list. It is argued that braking, particularly on passenger trains, is no longer done by muscle, but by air, which makes the title a misnomer. The change may be extended to freight brakemen as soon as all cars are equipped with air devices. A brakeman has nothing whatever to do with brakes except to connect the air apparatus between the cars of a train when it is being made up. Even this work is not done by them in large terminals. These men are assistant conductors. They attend to the signals, call the names of stations and assist in many other ways about the trains. The change would help raise the calling; it would tend to add more dignity to men in this department of railroading. On many roads passenger brakemen are promoted to conductors. Brakemen have long been in favor of having their titles changed to something besides brakemen, not because they are ashamed of their department, but because the name no longer indicates their line of work. It is understood that the question will be taken before the next meeting of the Brotherhood of Railway Trainmen, which is made up principally of brakemen, and all roads will be asked to adopt the change in nomenclature.

The man who hasn't accumulated anything at the age of 40 probably never will accumulate anything. It is hard to learn new habits after you are 40. It keeps you busy taking care of the habits already formed.

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.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

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

It Means Profit



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

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

A Big Line

In Gents', Ladies' and
Children's winter un-
derwear.



FLEECE GOODS:—Wool, Cotton, Jersey.

FLAT GOODS:—Wool, Cotton.

We have some great values, and it would be wise to examine our line before placing your order. Write for samples.

P. STEKETEE & SONS, Wholesale Dry Goods, Grand Rapids, Mich.

Butter and Eggs

Observations by a Gotham Egg Man.

When calling at the store of one of our egg receivers the other day my attention was called to a lot of egg cases which had arrived in very poor shape owing to very careless construction. They were from a car of South Dakota stock and subjected to considerable damage from breakage by reason of the bad condition of the cases. The cases were of white wood and of good substantial thickness, clean and nice looking except for the faulty construction. They were of veneer white wood and, after the usual habit of veneer, the sides had warped badly, the ends being thus forced out to such an extent as to be entirely free from the nails, the heads of which had been pulled right through the soft and splintery veneer. This left many cases with the sides hanging by one end and it is a wonder the stock was not more seriously damaged than seemed to be the case. Then the cases were poorly matched, the bottoms projecting beyond the sides and the sides being too wide to go between the bottom and cover. The result was a crooked looking case with unsightly bulges and projections, likely to be smashed off at every handling. Veneer cases are not nearly as good as those made from sawed lumber. If they must be used it should be seen to that the nails used have broad flat heads and extra care should be taken in fitting.

* * *

The drift toward mark sales for all grades of eggs is becoming more and more noticeable each year. I have heard a number of egg receivers allude to the fact lately and they all seem to regard the change which is gradually taking place with much satisfaction. Several large egg men have remarked to me of late, "It will be only a short time before you will have to make all egg quotations on a mark basis." Even now there is only a small proportion of loss off sales, and even of the sales made in semblance to the old method the amount of loss to be deducted is frequently fixed by negotiation when the sale is made, and this is of course the same as a sale at mark at a more or less lower price, according to the loss agreed upon. A careful observation of egg sales on both case count and loss off terms leads me to believe that the comparative net results vary according to the quality of the stock. On the finest marks of Western candled eggs, closely graded and showing fine quality, at a time when general receipts of eggs are defective, rather better net results are obtained as a rule when the sales are at mark or stock of mixed quality, in which there are enough fine eggs to warrant best trade in candling them out, but in which the loss is very variable in extent, sales net a little more as a rule when made loss off. On defective goods, such as are refused altogether by the better class of dealers, results average better on sales at mark.

* * *

These facts are probably accountable for the method in which the case count sales have grown. The first beginnings of the case count sales were shown in the low grades which go to cheap trade; the next to fall into line were the exceptional marks of fancy selected eggs; while the last to drift away from the loss off system, and of which a considerable part of the supply still goes loss off, are those average good lots from shippers

who do not grade closely and whose goods show very irregular amounts of loss while containing a fair proportion of eggs of fine quality. But even of these latter grades of eggs more and more mark sales are now reported, and even although the net results may be sometimes not quite so good under present methods of packing, I am inclined to think that both shippers and receivers will welcome the day when the last of the "loss off" system shall be finally laid on the shelf for good. It will then be necessary in order to realize the best results and obtain full value for the stock to grade more closely in the country, throw away the dead loss at home instead of paying freight and other marketing expenses on it, and selling values will correspond more closely to actual merit of quality than otherwise.—N. Y. Produce Review.

Saving the Commission Likely To Be Poor Economy.

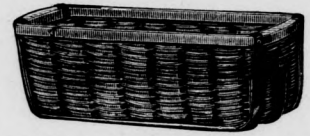
The amount of money paid to the commission receivers by the large poultry shippers during the course of a year is considerable and in most cases it appears much larger to the shipper than to the commission man. It costs more to handle poultry in New York than in some other large cities, the location necessary to obtain best trade and consequently best results for the shipper only being obtainable by paying large rents, help is comparatively high; in fact, a combination of circumstances tend to make the poultry commission business expensive and where the commission is equal to that charged in other cities the net return or profit to the commission man is often much smaller. Shippers who contribute to the support of the commission man in the way of commissions seem to become dissatisfied in many cases when their commissions climb up to any considerable amount. When the commissions reach up into the thousands during a season or perhaps during the year, the one aim of the shipper is how to save all that money or at least part of it, and many have an idea that they can come here and sell their own goods at a much less expense than through the commission man. This is all right and we might say good business enterprise, but shippers should look well into the details before making such a venture.

During the past year or two many of the largest poultry shippers have been on the market here studying the situation or trying to make a connection whereby a saving can be made in the handling of their poultry at this end. Some firms have gone so far as to open branches here but invariably with less success than generally anticipated and in some cases the ventures have not proved successful enough to warrant their maintenance and the shippers have gone back to the commission way. One firm, who, we are informed, paid about \$8,000 a year in commissions, figured that they could maintain a plant here and sell their own goods at a cost of about \$4,000 a year, which would make a saving to them of about \$4,000 a year. It doubtless figured out very nicely on paper and looked very feasible. The branch was opened here and after a year's trial it was given up and the poultry shipped to a commission house as before. This in face of the fact that the firm had the reputation on the "Street" of getting high prices for their poultry.

One of the main things shippers lose sight of in figuring on selling their own goods in the wholesale markets is their

lack of trade. The old commission houses have spent years in building up a trade for their goods, and the shipper selling his own goods is at a great disadvantage in this respect, particularly on a weak or declining market. Other obstacles too numerous to mention present themselves and the shipper should think twice before giving up the commission method of disposing of their goods. The commission men are honest and reliable and the commission charged is as low as possible under the existing conditions. In fact, everything considered, the shipper will find it to his advantage to work his poultry into consumptive channels through the commission man rather than through some other channel which may save the commission, but the saving will be eaten up by other expenses.—N. Y. Produce Review.

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.

BALLOU BASKET WORKS, Belding, Mich.

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL
COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

58 AND 60 W. MARKET ST.
121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.

Quotations on our market furnished promptly upon application

Butter and Eggs

40,000 pounds of butter bought during the month of June; can use as much more this month, for which we will pay the highest market price.

Write or wire for prices. We have both phones.

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

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

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

ESTABLISHED 1886.

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

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.

SEEDS

Clover, Timothy, Blue Grass,
Orchard Grass, Rep Top. etc.
Quality Good. Right Prices.

Send us your orders.

MICHIGAN PEACHES NOW IN MARKET

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

The New York Market

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

The coffee market since last week has been inclined to droop. Advances from Europe have been depressed and this, together with receipts at Rio and Santos larger than at any other time during the season, has been cause for the feeling here. At the close the spot market was weak with Rio No. 7 quotable in an invoice way at 9½c. In store and afloat the amount of Brazil coffee aggregates 1,249,306 bags, against 660,787 bags at the same time last year. Offerings of mild grades are rather light, but yet seem to be sufficiently large to meet all requirements. Good Cucuta is worth about 10½c, although this is top.

The demand for sugar is comparatively light, although a revival of interest is expected within a few days. The importations of foreign refined are cutting quite a figure now, the value of the same during July being \$6,500,000, or \$2,000,000 more than for the same month last year. Importations from Holland and Russia have greatly increased and can now be sold, it is said, in this market below the price of domestic. Standard granulated continues as last reported.

While prices on teas continue practically unchanged and the demand is fairly active, both from out of town and from city dealers, there is hardly as strong a feeling as prevailed last week, and the sentiment appears to be growing that a lower basis of quotations may ensue. The desire to lay in larger stocks than necessary does not prevail to any great extent.

There is a small volume of business in rice going forward in this market and little change has been made in any respect during the week. Foreign grades are well held and Japan is worth 4¾@5c.

Spice sellers are firm in their views and make no concessions. The demand is very small, as is generally the case at this time of year, and not much is expected for a month. Quotations are practically without change.

The molasses market continues dull and inanimate. Purchases are of the smallest possible amounts to keep up broken assortments. Prices are practically without change.

All things considered there is a fairly satisfactory trade in canned goods going forward. California peaches have advanced and there is a good request for peas and tomatoes. Maine packers are here looking sharp after packers of Illinois corn who use a Maine label. An attorney has been employed and all lovers of fair play hope to see them put a stop to this sort of fraud. Corn in Maine is said to be in fine condition.

In dried fruits nothing has occurred during the week other than an ordinary run of trade and dealers generally seem to be waiting for something to turn up. Prices are practically without change.

Lemons and oranges and green fruits generally are still in good request, although the price of lemons has fallen somewhat within a day or so. 300s range from \$1.50@5.50, and 360s from \$3.75@4.50. Valencia oranges range from \$5@5.75. Bananas are quiet and selling at somewhat lower prices.

There is a better feeling in butter and, with increased demand, the market is pretty well cleaned up and quotations show some little advance. Best Western creamery is held at 20c and this rate seems now to be quite firmly established. Thirds to seconds, 17@18½c; Western imitation creamery, 15½@18c; Western factory, 15½@16½c, latter for fancy June make.

The cheese market closes in a fairly satisfactory condition, although there is still room for improvement. Full cream, 9½@9¾c with small size 10c.

There is a fair demand for good Western eggs and goods that meet the requirements will quite readily bring 15@15½c. Prime to choice, 12½@13½c.

The bean market is shaky and quota-

tions seem in many cases to be nominal. Choice pea, \$2.10; medium, \$1.90; marrows, \$2; red kidney, \$1.90.

Changes Wrought by the Seedless Orange.
Pomona Correspondence Chicago Inter-Ocean.

Twenty-five years ago there were no seedless or navel oranges grown. A few oranges were raised in Florida, but the bulk of the supply in America came from the Mediterranean ports, and the fruit was expensive. The total annual yield of California oranges was less than five carloads. Now the annual orange yield in California is upward of 15,000 carloads, and next year it may exceed 20,000 carloads. The total amount invested in orange properties in California twenty-five years ago was about \$23,000. Now something like \$43,000,000 is invested in the orange industry in California, and the amount is increasing by about \$2,000,000 every year.

The introduction of the seedless navel orange has caused these changes. It has revolutionized the orange industry of the United States. It has drawn 13,000 men out of other pursuits. It has transformed vast areas of sun-baked land in California into the most beautiful orange groves that ever grew. It has been the prime factor in the growth from nothing of a dozen towns of 5,000, 8,000 and 10,000 people in Southern California, and it has added directly more than \$43,000,000 and indirectly \$60,000,000 more to the taxable wealth of the State.

The two trees from which have come directly and indirectly all the navel oranges in the world are still on the old Tibbetts ranch in Riverside. Since Mr. Tibbetts received the shoots from the Agricultural Department and began propagating the first seedless oranges, Riverside has grown from a hamlet of less than 30 American residents to a beautiful, prosperous city of 14,000 population, with an assessed valuation of \$8,275,000. It is the greatest orange producing country in the world.

Some 16,000 acres of land is devoted to orange growing. The average annual shipment of oranges from Riverside is 1,600,000 boxes, valued at \$2,100,000.

All this has come from the introduction of Tibbetts' seedless navel oranges, and the Riverside Press and the leading citizens of Riverside are urging that the two trees should be removed to the public park, and there surrounded by an iron fence, so that the interesting history of the seedless navel orange may be the better preserved in another generation.

American Apples Find Favor In Paris.

Wm. A. Taylor, the pomologist who is in charge of the American fruit exhibit at Paris, writes as follows:

The interest of dealers and consumers in our exhibit of American fruits continues unabated. Dealers interview us nearly every day on the subject of fruit importation and there is a good prospect of developing a trade during the present season if the crop of this year is large enough to supply good fruit in considerable quantity. The dealers here seem to prefer apples of dull or russet color rather than the bright red varieties, which are the most popular in the American market. This is apparently because the better varieties of France are dull in color and the red ones not of good quality. I consider the opportunities good here for the sale of Roxbury and Golden Russet, Peck's Pleasant and other good keepers of similar color, and no doubt the red varieties will be more popular after they are better known.

The prospect of developing trade this year is so promising that I would strongly recommend that your commission arrange to continue its exhibit of apples through September and October of this year, during which months the great fruit shows of the Exposition will be held. A general collection of your best winter apples should be early in September and a considerable quantity of each of the market sorts, so that they can be placed with the dealers at the close of the exhibition. A representative collection of pears and perhaps one of table grapes also could be shown to good advantage.

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.

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.

PHELPS, BRACE & CO., Detroit, Mich.

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

R. Hirt, Jr.,

Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437-439 Winder St.

References: Dun or Bradstreet, City Savings Bank.

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.**

Village Improvement

Influence of Parks on the Character of Children.

Whatever new devices may have been contrived to increase the attractive interest of the parks of any city, the grand principle remains unchanged, that they must be founded on a love of Nature, and their object is weakened or defeated by the introduction of artificial decorations which conflict with natural laws. I do not wish to be understood as saying that I would exclude works of art in scenes where they are appropriate to the adjacent surroundings. On boulevards, for instance, which are lined with residences whose architectural elegance is enhanced by the presence of trees and shrubs and flowers and grass, the introduction of statues and artistic fountains is appropriate, and it is equally so in those portions of the park which are expressly intended to afford entertainment to crowds of visitors. But the primary object of all parks is to give to the citizens, whose lives of necessity are passed in the din and throng of the streets, the occasional relief of the quiet seclusion of rural scenes from which artificial decoration is excluded. And this demand becomes the more onerous from the modern tendency towards city life and the excitement attendant upon the pursuit of wealth.

It seems to me that few people fully realize the value of parks for children, and above all for the children of the poorer classes. The rich man may have his country seat, or his summer residence by the seashore or in the mountains, but think of the great mass of the laboring population whose children are growing up to fill the places of the present population, and many of whom may be the rich men and the rulers of the future. We claim it as the chief blessing of our country that its highest offices are

open to all classes alike, but does not that fact carry with it a responsibility we have no right to shirk? It is a sufficient answer to my question to point to our free schools and the obligation of every parent to send his children to them unless his means enable him to educate them by a more costly method. But it is needless to cite examples our own history furnishes to prove that the most important part of every man's education is acquired out of school, and the inequality of the advantages of the different classes in the opportunities afforded them is too obvious to need pointing out. Can any one doubt the value of parks in the education of children who are born and bred in the crowded tenement-houses which are the (so-called) homes of thousands of the inhabitants of every city? I do not, of course, presume to say that the evil influences to which they are exposed can be wholly counteracted by the contrast afforded by scenes of natural beauty, but long and careful observation has served to convince me that the effect upon the mind of a child is such as can hardly be imagined by any one who has not carefully observed it. I was first led to reflect on the subject many years ago by observing a man who was leading a cow in the streets of New York. He had brought her by steamboat from some point on the North River and, as he told me, was taking her across the city to ship her on one of the Sound boats. She was a beast of rare blood and beauty, and the attention she excited led me to follow her. As she passed that classic locality known as Five Points, a shout was raised by the host of little gutter-snipes who swarmed the street and trooped after her with wonder and delight. A casual observer would probably only have laughed at the spectacle, but it seemed to me to have a deep significance. "Here," said I to myself,

"are thousands of children whose lives are passed amid the scenes of squalor and vice. They have never seen anything more attractive, and the sight of a cow being led quietly through the streets is to them an amazing novelty." What would be their emotions if taken into the country and allowed to compare the beauties of Nature with their daily surroundings? How few of us realize that every one of those wretched little rag-a-muffins is growing up either to be a blessing or a curse to the community. He may prove a benefactor to his race, or he may become a thief or a murderer. Much depends upon the impressions he receives in the years of his childhood, and is it not a peremptory duty devolving upon us to let him see that life has something better to offer him than such misery as is his daily lot?

Need I say more? Is it not obvious that the parks of a city are as essential to its moral health and vigor as the vital organs of its inhabitants are to every individual?

H. W. S. Cleveland.

Bishop Potter, of New York, has not quite made up his mind which is worse—the obsequious flunkeyism of the common people abroad or the free-and-easy manners of the independent American citizen. On his last visit to England the bishop was addressed as "your grace" until the phrase became a nightmare. When he arrived home again it happened that the first person to address him as he walked down the gangplank was a longshoreman who knew him. "Hullo, bish, how are you?" said the man, and the bishop fell to thinking which of the two styles he preferred.

Collis P. Huntington, having bought out his associates in the Southern Pacific, is one of the richest railroad men in the world, being sole owner of a system embracing ferries, terminals, river and ocean steamboat lines, and 7,600 miles of railroad, representing \$350,000,000 of securities and annual gross earnings of \$60,000,000.

Cigar Manufacturers Must Figure Close.
From the Tobacco Leaf.

"The cigar business is becoming more and more of a science, it seems to me," remarked a manufacturer lately in the course of an interesting chat about present conditions, "and it is because many persons in the trade do not realize the fact that so many of them do not advance, and not a few meet with failure. They don't know how to figure, and I have come to the conclusion that right here is one of the secrets of success, viz., correct figuring.

Many small manufacturers, who have had considerable experience at the bench, wonder how it is they are not making money from year to year. They work a fair number of hands, and keep them pretty busy turning out a lot of goods which they place readily; but as the years roll by they make no real advance. It is because they have not learned the science of the business. They buy a lot of tobacco at a moderate price, and make it up into a certain quantity of cigars, which they sell, as they suppose, at a pretty good profit.

They hope the profit will cover all such expenses as rent, labor, cost of selling, insurance, etc., but at the end of the year they are no better off than they were when they started. The problem of actual cost of production, which must include every expense the business is liable for, seems to be beyond their solution. The successful man has the percentage of all these expenses down to a point; therefore, he is able to tell the exact cost of every order he fills, and knows just what figure he can afford to sell at and make a fair profit for himself.

Besides this, a great deal depends upon the method of placing his goods in the trade. To secure a distributor is not the main thing; but to secure a distributor who not only disseminates the goods, but is able to make the public appreciate and buy them, is the great desideratum. It requires long and careful study of men and their methods to be able to hit it off."

The wife who occasionally blows up her husband must be a sort of domestic magazine.

To Put Ginger

Into Business

Everybody
knows they're
good—they're better
now than ever before and
demand for them increases daily.

Uneda Jinjer Wayfer

NATIONAL BISCUIT COMPANY.

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.

Gripsack Brigade.

Valda A. Johnson (Musselman Grocer Co.) is taking a two weeks' vacation. His territory is being covered in the meantime by Howard Musselman.

Sol. Ellenstein, who was formerly employed by the Chicago Mercantile Co., has engaged to travel for E. H. Rosenberg, dealer in wholesale jewelry and novelties at Detroit.

R. N. Hull in Ohio Merchant: The vast commercial interests of this country are no longer carried on in a desultory or haphazard way. The lines are drawn too fine for that. Like a monster moving army under the most rigid discipline must affairs be conducted to achieve success. This has not always been the case, and many young men have essayed to go out with a sample case who were not thoroughly equipped for the campaign and not imbued with an enthusiasm which would lead to proper achievements. The question is often asked of an old timer in the line if he is not tired of his occupation on the road and why he does not quit the life and embark in home enterprises? It is true the labors are long and continuous, requiring incessant movements and eternal vigilance, but, like other professions that have connected with them certain elements of preparation which largely unfit the person for life's duties in other directions and a change might mean failure to make a living, at least commensurate with the tastes of the individual. The labors of the conscientious tourist are lightened by the thought, if he is selling the manufactured products of an establishment, that the welfare and living of many workmen depend on his successful efforts, and the more goods he sells the more people will be employed. This alone is a great satisfaction, outside of a desire to increase the dividend on the capital invested. It is probable that the life of a soldier is an irksome one viewed in the abstract, but when standing shoulder to shoulder with comrades fighting in defense of right and country, this thought disappears with a consciousness of duty well performed that will be applauded. So should the commercial traveler be uplifted by the same sentiment that the world and himself are benefited by this thorough devotion to duty.

"I was at Niagara Falls the other day," said a traveling man. "The summer rush had just begun. While I was in the office a guest entered to register. The landlord sized the new arrival up as a kicker while he was writing his name in the register and before anything could be said about rooms, rates or conveniences he observed: 'Perhaps you have made a mistake in the hotel. This is the Great View House. The Small View House is two blocks

down the street.' 'This is the place I want,' replied the guest. 'But our rooms are small and the beds nothing to brag of. 'That will be all right. I've been sleeping in a hall bedroom or on a shelf for a year past.' 'There is no roaring to be heard here.' 'I am glad of it.' 'And the meals are very plain.' 'That suits me. I've got dyspepsia and the plainer the meals are the better.' 'You don't object to hand organs by day and squalling babies by night?' 'Not the slightest. I've roamed all over Europe and you can't have anything here to compare.' The landlord saw that he had erred in sizing the man up, but he hated to admit it, and therefore continued: 'My rates are \$3 a day.' 'That's cheap enough for a hotel here,' replied the man. 'Do you look for rain-bows over the falls?' 'Not a bit of it. If they come along, I'll take my share, but any old bow will do for me.' 'Are you afraid of the typhoid fever?' 'No, sir.' 'There is only one cataract here.' 'I don't want any more. Give me the poorest, smallest room in the house, and if you want to put a man in with me, all right; and I'll use anything for a wash basin and furnish my own soap and towel. Your rates are \$3 a day. Here is \$100 to start on.' 'Lord, Lord! but what kind of a man are you?' gasped the landlord as his head began to swim. 'I? Oh, I used to run a hotel here myself, and I know how to sympathize!' smiles the guest. 'Just let things go along the same as if I wasn't here. If it's handy, give me clean sheets once in two weeks, but don't go to putting yourself out or worrying over me. There's thirty-three days in advance, and, in case you run short any time, just let me know and I'll lend you \$500 to get along with!'

Urgent Appeal for Immediate Assistance.

Bay City, Aug. 6.—One of the fundamental principles of our order is to assist our members in distress. In no other manner can we better manifest our earnest adherence to this noble principle than by coming to the speedy relief of those of our membership in need of our help.

A most deserving case has come to our notice. One of our members—one of the two ladies who have honored us with their membership—is in destitute circumstances—in dire distress. By reason of illness, Mrs. Ada Mae Tennant, 19 North McKenzie street, Adrian (membership No. 3,511), has been compelled to forfeit the situation which yielded to herself and family the necessities of life. For some time she has been stretched on a bed of pain and at present is a patient in one of the hospitals of Ann Arbor, where she underwent a critical operation for cancer. It will be some time before she will be able to resume her wonted occupation.

Her last appeal to our Relief Committee (who have had her case under consideration for several weeks and report that she is in every way worthy of assistance) stated that she had but \$5 in the world. Our Committee is powerless to help her to the extent required and suggests an appeal to our membership through the officers. Acting on this suggestion, we hereby ask our members to forward at their early convenience any voluntary contribution they may in the tenderness of their hearts wish to make to our Secretary, A. W. Stitt, Jackson, who will forward all such contributions at once to the needy sufferer and relieve, perhaps, the anguish of mind she must be enduring in addition to her physical suffering.

A little mite from each of us will mean a great deal to her in her present distress and will earn for us her undying gratitude—besides discharging an obligation assumed by each of us in affiliating with this noble order.

Edward J. Schreiber, President.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

Some people never seem willing to purchase anything without beating down the price. It is not always greediness that prompts them; sometimes distrust is the main cause. They imagine that we intend to impose upon them by asking higher prices from them than we would from others. With staple articles they possibly might force a small profit. With fancy articles, subject to fashion and not easily appraised, the salesman, if he so desired, could with facility get the regular price, even submitting to the reduction that this trading customer is bargaining for. We would therefore advise the trading customer to abstain from the habit described.

If confirmed in our suspicion that the person intent on buying is swayed by mistrust, we must leave nothing untried to get this false notion out of his head.

A good plan is to open your note-book and show him some prices charged to other persons, not omitting, mind you, to put your hand over firm names and addresses, for it would denote unpardonable indiscretion, and certainly be very wrong, to reveal to a third party your dealings with those who may be competitors in business with the customer you are cultivating.

All that we have to do now is to overcome the greed of gain in the person with whom we have to deal. How to act toward him on this occasion can easily be learned from the character and behavior of the man. He will think himself very smart if for once we can grant him one-quarter per cent. of reduction from the regular price, and the thought of having induced us to make such a sacrifice puts him into the very best of humor.

Our sound reasons for not being able to sell the goods at a lower rate will only be accepted by men of good sense, while a would-be-smart individual never will take them as convincing.

Those persons who continually find fault with everything are the most annoying class with whom a salesman can possibly transact business. Some of them never fail to make complaints about deficient or imperfect goods, but these customers are, luckily for us, generally well known, and we can therefore be on our guard in dealing with them. It is quite easy to get orders from these gentlemen, but scarcely have they received the goods, when letters of complaints about this or that follow one after another, or, what is still worse, they postpone their complaints until the very time their bills fall due.

No sooner does the salesman on his next trip make his appearance than they begin to pour accusations into his distracted ears. He, on his part, exhausts all his talent of rhetoric to convince the person who bought the goods that he is wrong; but in vain, for the customer insists that the ware is not according to sample, and nothing short of a heavy deduction will satisfy him. When it is clear what we have to do with such a rogue as this man, what is left is to settle transactions with him, either by allowing the deduction demanded or by taking back the goods; and then, once and forever, to close accounts with him.

Another class of sharp customers will swear every time that their goods arrived in damaged condition. Now, in trade, there is a rule which obtains all over the world, that all goods are sent or shipped at the risk of the purchaser,

and if proofs can be furnished that, when they were sent, they were in perfect condition and well packed, claims made on account of their arrival in a damaged condition should go to the railroad, express, or shipping companies transferring them, and not to the sender.

Furthermore, claims are not unlikely to be made by some buyers if, after their transaction with us, competing salesmen come along and offer similar goods as bought from us, either at a lower price or, as it may appear to the purchaser, of a superior quality; or possibly if somebody in the store, some old busybody in the shape of a grumbling woman, finds fault with our goods.

An honest merchant considers himself liable for his own mistakes, and does not shift the burden upon the shoulders of innocent people, but as long as not everybody acts fairly, all we can do is to settle those claims by a compromise instead of by lawsuits, which would cause us to lose the customer.

In carrying on their own business, women seldom display a thorough insight and understanding of mercantile affairs; but exceptions may be found among them. When women give their orders, they either too much distrust the commercial traveler, or foolishly order too readily and lavishly. Whenever he has to deal with women he must express himself very clearly in regard to samples, terms and prices, to avoid after-troubles. Let his behavior toward them be courteous and flattering to their vanity. There are even a great many men whose pride and vanity must always be taken into account, to a certain extent, if we would be successful with them.

To enumerate here all the follies and foibles which are the heritage of mankind, and which a commercial traveler might use as leading-strings to further his plans, would carry me too far from my subject. I shall confine myself to the suggestions which I have made, hoping that my instructions will never be used with positive discredit to any purchaser.

Everything can be turned into abuse, and in trade the meaning of the words integrity and honesty is frequently very conventional. How often is fraud regarded as a justifiable means to make profits, and contemptible acts, such as trying to get the best of one, are often considered very smart. I have enough confidence in my readers to believe that they will not misunderstand my instructions, and will never use them at the cost of honor and integrity.

I am of opinion that if a house knows its traveler well—as it certainly ought—and is convinced of having sent an honest and trustworthy man on the road, it should restrict his actions as little as possible. The places where he should stop, the customers he should call upon, and the amount of his expenditure, in full confidence ought to be left to him. No honorable salesman, one who has been a long time with a firm, will go beyond necessary expenses, spend his time uselessly in lounging around, or neglect the trade.

A. T. Van Dervoort, who has been State agent for the Lansing Pump Works, and E. F. Reece Co.'s tap and die line, has arranged to handle all the territory for the Reece Co. between the Hudson River and the Rocky Mountains.

A man will spend money on his pride, instead of something that will do him good.

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. EBERRACH, Ann Arbor.
 Secretary—CHAS. F. MANN, Detroit.
 Treasurer—J. S. BENNETT, Lansing.

The Pharmacopoeia and the Physician.

There is a probably widespread, and certainly often spoken of, feeling that the medical profession of the United States does not properly appreciate and support the United States Pharmacopoeia. There is some foundation for this feeling, but assuredly it is exaggerated. It is true that—owing to the activity of manufacturing pharmacists, and the number and skill of their commercial salesmen (venders of samples), aided by the deficiencies of medical education and the peculiar childlike credulity which is so common in doctors—all kinds of proprietary mixtures and proprietary articles, and extra-pharmacopoeial remedies are largely used in the United States. It is so easy for the lazy doctor to write for Smith's Panacea for human ills, and so easy for the doctor who knows neither materia medica nor therapeutics to order Jones' Consumption Cure or Thomas' Kamianlia, that so long as laziness and incompetence remain with us so long will this thing be done. But this is no fault of the Pharmacopoeia, and no perfection of the Pharmacopoeia will greatly influence it. Certainly any attempt to reduce the products of the Pharmacopoeia to the level of the proprietary or patent medicine would be to destroy the dignity of the work, to bring it into contempt, and finally to uproot its influence. Under the influence of State law and of public opinion the average education of the American medical profession is rapidly and steadily rising; in this lies the hope of the future. And, too, the intensity of the feeling that the American medical profession is not so interested in the Pharmacopoeia as it ought to be rests largely upon a misconception of the intent of the Pharmacopoeia and its relations to the medical profession. A pharmacopoeia is not intended to be a guide to practice, or a working book to be used by the doctor, but is really a handbook of the apothecary. I do not believe that at any time or in any country pharmacopoeias ever have had much sale among the medical profession; and each year, as the professions differentiate themselves more and more, as the doctor becomes less and less of a pharmacist, the tendency of the doctors to buy pharmacopoeias must grow less rather than more. The Pharmacopoeia can only be popularized in the medical profession by making it a treatise on therapeutics—in other words, by causing it to cease to be a pharmacopoeia. So long as it is a pharmacopoeia it is the basis upon which text-books and dispensatories are to be written; and it becomes through the treatises a guide to the medical profession. It remains the apothecary's vade mecum, with which in hand he does his work, and its sales must be chiefly among the apothecaries.

There may have been a time when the medical horizon was so narrow that the

doctor had time to trouble himself as to how the druggist made laudanum, but at present the doctor has as much as he can do to store his mind with purely medical facts; he wants simply to know what laudanum does when he puts it into the patient, and he trusts the apothecary to give him laudanum when he calls for it.

Be these things as they may, it is certain that the present condition of the United States Pharmacopoeia is one of great prosperity. The book itself ranks with the best of its predecessors or of foreign pharmacopoeias, representing all that was possible in 1890. Its hold upon the people of the United States is more firm than it ever was before. Its sales have far exceeded those of any previous edition, and for the first time in the history of this Association the treasury is overflowing. Indeed, so rich have we become that the greatest danger which threatens the Association is, to my thinking, this surplus of revenue.

Standing on the great divide between the centuries, viewing the past and the present, what lesson can we draw that shall help us to make sure the future? Is it not steadfastness to the old ways? Is it not that we shall push straight out in the old paths? For one hundred years they have been trodden by successive generations who have found them sure roads to scientific advancement and practical success. Why should we depart from customs whose soundness has been time-proven? H. C. Wood.

The Drug Market.

Opium—Is quiet and easy in tone. Lower prices are looked for, as it is believed that the extreme advance was unwarranted by the condition of the crop.

Morphine—Is unchanged.

Quinine—American manufacturers advanced the price 2c Aug. 3, and it is believed that the German agents will advance within a day or two. Higher prices are warranted by the condition of the bark market.

Bismuth—Manufacturers have settled their trouble and now quote a uniform price, which is an advance of about 50 per cent. on the former price.

Iodine and Iodide Potash—Were reduced 15c, owing to the inability of manufacturers to adopt a schedule for bismuth, but when they adopted a uniform price for bismuth, they advanced these two articles to the former price.

Cocoa Butter—Foreign manufacturers are all quoting higher prices. It has advanced 4c per pound in this market.

Santonine—Is scarce and has been advanced 20c per pound.

Essential Oils—Bergamot has advanced 20c per pound and stocks are reported concentrated. Lemon is very firm, but supplies are large and an advance is not looked for. Pennyroyal is in small supply and higher prices are looked for. Sassafras has been advanced 1c per pound and it is said to be scarce. Cedar has been advanced and stocks are small.

Glycerine—Large sales are reported and, with the firm position of crude, higher prices are soon to be asked for C. P.

Spices—Are all firm and there is a fractional advance in ginger and cloves.

Hemp and Celery Seed—Have advanced.

At the Seaside.

He—It's going to be a charming day on the water. Let us take a sail. What sort of a boat shall we go out in?

She (demurely)—How would you like to take a smack?

Let the Druggists Prescribe.

When I was young I was taught to believe that this was a free country; that patriotism consisted of being loyal to God and man, in having intelligent convictions as to right and wrong and courage to defend those convictions. I was taught to believe in the principles of the Declaration of Independence and in the Constitution of the United States as the bulwark of human freedom, that only traitors could violate or sneer at. I have always believed that each individual of the Government should have a right to act in accordance with the dictates of his own conscience just as long as his acts did not interfere with the rights of others.

Does the druggist infringe any right of mine when he prescribes for the sick? Possibly the sick man has more confidence in the ability of the druggist to prescribe intelligently than in the physician! Have the sick no rights that doctors are bound to respect? I have known some druggists who were better qualified to prescribe for the sick than some physicians of my acquaintance. I would rather have an honest druggist prescribe for one of my family than a dishonest physician, and have no doubt that many of the laity feel as I do in that matter.

I have patronized drug stores in several localities during the past twenty years, and have always said to my druggist, "Prescribe when your prescriptions are wanted, and you can do so conscientiously; when my prescriptions are wanted they will be called for." A druggist who will prescribe when he can not do so conscientiously is not fit to fill prescriptions, and the physician who patronizes him is not fit, in my estimation, to write prescriptions.

As my mission on earth is to benefit humanity, rather than to see how much money I can squeeze out of my patients, I have never placed any restrictions on my druggists in the matter of refilling prescriptions. Not long since I found a druggist engaged in refilling a prescription that I had written six years ago. I found that he had refilled that prescription several times, and that it had cured six or seven persons of kidney disease. Well, I did not rant or write a long article on the "iniquity of refilling prescriptions." Did I lose anything by having that prescription refilled without collecting a dollar each time for my permission? It would be a short-sighted view of the matter to say that I did. The fact is, that prescription brought me money, friends and reputation. What more can I consistently ask?

The history of that prescription is the history of many others. I ask no better evidence of confidence in my professional ability than to find my prescriptions valued as something worth keeping. Doctors who seldom write prescriptions worth keeping, or who seldom have a patient, can not but feel hurt (in their pocketbooks) when they find that some man has been medicated without paying them a fee. How they cry for laws to compel people to pay them for prescriptions.

Such sentiments and such laws are unworthy of our high and noble calling. Write prescriptions worth refilling, convince the laity, by actual experiment, that it is better to pay you a fee for a prescription than to have one gratis from the druggist as your competitor and, my word for it, you will have but little time to complain about others getting a few dollars that might have

been yours. If you are in the profession only for the money you can get out of it, for the sake of your own honor and the sake of suffering humanity change your occupation.

To my mind there is no more reason or justification for a law prohibiting druggists from prescribing than there is a law prohibiting physicians from filling their own prescriptions, or, on the other hand, compelling all physicians to fill their own prescriptions. The cry of some druggists that "most physicians lack the necessary pharmaceutical skill to fill their own prescriptions" is a senseless slander on the medical profession. J. W. Lochart, M. D.

The Wiles of the Patent Medicine Man.

From the New York Morning Telegraph.

Representative Otey was once asked how his picture came to appear among the great number of noted statesmen and public men whose lives had been saved by the use of some sort of a nerve tonic. "It was this way," said Otey. "My wife was induced to buy a bottle of the stuff, and just to satisfy her I consented to take some of it. There was nothing the matter with me, but she had read an advertisement somewhere, and fearing my health was not as good as it might be, she bought the medicine."

"I think that stuff did you good," she said to me one day.

"I guess it did," I answered, "but don't buy any more of it." Some little while after this Mrs. Otey mentioned to some of the neighbors that I had taken the medicine and thought highly of it. So the matter got talked about, I suppose, and a few days later Mrs. Otey got a letter from some one asking her what I thought of the infernal compound.

"Without suspecting the writer of being an agent of the medicine company my wife wrote a brief reply, merely stating that I had taken a bottle of the liquid and found its effects beneficial. Within ten days my picture was appearing in all the newspapers of the country as a noted member of Congress whose system had been toned up and his life prolonged by the use of Dr. Somebody's mixture."

"Big posters bearing my likeness were also put out, and, although I was indignant, I did not see what I could do, for, you see, they had really secured a letter from my wife."

Cleaning Mortars and Pestles.

The best general method for cleaning mortars and pestles, aside from the common procedures with soap, potash, sand, sawdust, etc., is to crush in the mortar a drachm or two of potassium bichromate and then carefully adding sulphuric acid until a thin paste is formed. Rub this moist mass of chromic and sulphuric acids all around the mortar and set aside for a day or so. Then rinse out with a stream of water, taking good care that nothing is splashed against the clothes.

Odors in general are removed by rubbing the utensils with a paste of ground mustard, although iodoform sometimes yields better to ergot. Another way to remove from utensils the odor of iodoform, musk, creosote, etc., is first to wash them with hot water and soap, dry, and then pour over some alcohol, which is ignited, the procedure to be repeated in case of necessity. Valerian odor is best removed with ammonia. The hands may be deodorized by treating with salicylic acid solution.

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—Iodine, Iodoform, Quinine, Oil Bergamot.
Declined—Opium.

Acidum		Conium Mac.		Seilla Co.	
Aceticum	60¢ 8	Copaiba	1 15¢ 60	Tolutan	50
Benzoleum, German.	70¢ 17	Cubeba	1 00¢ 10	Prunus virg.	50
Carbolicum	30¢ 42	Exechthitos	1 00¢ 10	Tinctures	
Citricum	45¢ 48	Erigeron	1 00¢ 10	Aconitum Napellis R	60
Hydrochlor.	36¢ 5	Gaultheria	2 00¢ 20	Aconitum Napellis F	60
Nitrosum	8¢ 10	Geranium, ounce.	75	Aloes	60
Oxalicum	12¢ 14	Gossypii, Sem. gal.	50¢ 60	Aloes and Myrrh.	60
Phosphoricum, dil.	15¢ 15	Hedeoma	1 70¢ 75	Arnica	50
Salicylicum	55¢ 60	Juniperia	1 50¢ 2 00	Assafoetida	50
Sulphuricum	13¢ 15	Lavandula	90¢ 2 00	Atropine Belladonna	50
Tannicum	90¢ 1 00	Limonia	1 40¢ 1 50	Aurant Cortex	50
Tartaricum	38¢ 40	Mentha Piper	1 25¢ 2 00	Benzoin	50
Ammonia		Mentha Verid.	1 50¢ 1 60	Benzoin Co.	50
Aqua, 16 deg.	4¢ 6	Morhuca, gal.	1 20¢ 1 25	Barosma	50
Aqua, 20 deg.	6¢ 8	Myrica	4 00¢ 4 50	Cantharides	75
Carbonas	13¢ 15	Olive	75¢ 3 00	Capsicum	50
Chloridum	12¢ 14	Pisces Liquidia, gal.	10¢ 12	Cardamon	75
Aniline		Ricin	1 00¢ 08	Cardamon Co.	1 00
Black	2 00¢ 2 25	Rosmarin	60¢ 00	Castor	50
Brown	80¢ 1 00	Rosea, ounce.	6 50¢ 8 50	Catechu	50
Red	45¢ 50	Saccharin	40¢ 45	Cinchona	50
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Cinchona Co.	50
Bacca		Santal	2 75¢ 7 00	Columba	50
Cubeba, po. 22	18¢ 20	Sassafras	50¢ 55	Cubeba	50
Juniperus	6¢ 8	Sinapis, ess., ounce.	65	Cassia Acutifol	50
Xanthoxylum	75¢ 80	Sinapis, opt.	1 50¢ 1 60	Digitalis	50
Balsamum		Theobromas	15¢ 20	Ergot	50
Copaiba	50¢ 55	Potassium		Ferri Chloridum	35
Peru	40¢ 45	Bi-Carb.	15¢ 18	Gentian Co.	50
Terebin, Canada	40¢ 45	Bichromate	13¢ 15	Guaiaca	50
Tolutan	40¢ 45	Bromide	82¢ 57	Guaiaca ammon.	50
Cortex		Carb.	12¢ 15	Hyoscyamus	50
Abies, Canadian.	18	Chlorate, po. 17 19	16¢ 18	Iodine	75
Cassia	12	Cyanide	35¢ 40	Iodine, colorless	75
Cinchona Flava	18	Iodide	2 60¢ 2 65	Kino	50
Euonymus atropurp.	30	Potassa, Bitart, pure	28¢ 30	Lobelia	50
Myrica Cerifera, po.	20	Potassa, Bitart, com.	65	Myrrh	50
Prunus Virgin.	12	Potassa Nitras, opt.	70¢ 10	Nux Vomica	50
Quillaja, gr'd.	12	Potassa Nitras	65¢ 8	Opil, comphorated	50
Sassafras, po. 15	12	Prussiate	23¢ 25	Opil, deodorized	1 50
Ulmus, po. 15, gr'd	15	Sulphate po.	15¢ 18	Quassia	50
Extractum		Radix		Rhatany	50
Glycerhiza Glabra.	24¢ 25	Aconitum	20¢ 25	Rhei	50
Glycerhiza, po.	28¢ 30	Althea	22¢ 25	Sanguinaria	50
Hematox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Serpentaria	50
Hematox, 15	13¢ 14	Arnica	11¢ 12	Stramonium	50
Hematox, 1/4s.	14¢ 15	Calamus	20¢ 40	Tolutan	50
Hematox, 1/4s.	16¢ 17	Centiana, po. 15	12¢ 15	Valerian	50
Ferru		Glycerhiza, pv. 15	16¢ 18	Veratrum Viride	50
Carbonate Precip.	15	Hydrastis Canaden.	75	Zingiber	20
Citrate and Quina.	2 25	Hydrastis Can., po.	80	Miscellaneous	
Citrate Soluble	75	Heliolebor, Alba, po.	12¢ 15	Ether, Spts. Nit. 7 F	30¢ 35
Ferrocyanidum Sol.	40	Inula, po.	15¢ 20	Ether, Spts. Nit. 4 F	34¢ 38
Solut. Chloride	15	Ipecac, po.	4 25¢ 4 35	Alumen	3¢ 4
Sulphate, com'l.	2	Iris plox, po. 35¢ 38	35¢ 40	Alumen, gro'd. po. 7	3¢ 4
Sulphate, com'l, by	80	Jalapra, pr.	25¢ 30	Anatto	40¢ 50
bbl, per cwt.	7	Maranta, 1/4s.	22¢ 25	Antimoni, po.	40¢ 50
Sulphate, pure	7	Podophyllum, po.	75¢ 1 00	Antimoniet Potass T	40¢ 50
Flora		Rhei, cut.	65¢ 8	Antipyrin	25
Arnica	14¢ 16	Rhei, pv.	75¢ 1 35	Antifebrin	20
Anthemis	22¢ 25	Spigella	35¢ 38	Argent Nitras, oz.	49
Matricaria	30¢ 35	Sanguinaria, po. 15	40¢ 45	Arsenicum	10¢ 12
Folia		Serpentaria	40¢ 45	Balm Gilead Buds.	38¢ 40
Barosma	25¢ 30	Senega	60¢ 65	Bismuth S. N.	1 90¢ 2 00
Cassia Acutifol, Tin-	20¢ 25	Smilax, officinalis H.	40	Calcium Chlor., 1s.	9
nevelly	20¢ 25	Smilax, M.	40	Calcium Chlor., 1/4s.	12
Cassia, Acutifol, Alx.	25¢ 30	Seilla	10¢ 12	Calcium Chlor., 1/4s.	12
Salvia officinalis, 1/4s	12¢ 20	Symplocarpus, Foeti-	25	Cantharides, Rus. po	75
and 1/4s	8¢ 10	cus, po.	25	Capsici Fructus, af.	15
Uva Ursi.	8¢ 10	Valeriana, Eng. po. 30	25	Capsici Fructus, po.	15
Gummi		Valeriana, German.	15¢ 20	Caryophyllus, po. 15	12¢ 14
Acacia, 1st picked.	65	Zingiber a.	12¢ 16	Carmine, No. 40.	3 00
Acacia, 2d picked.	45	Zingiber j.	25¢ 27	Cera Alba	50¢ 55
Acacia, 3d picked.	45	Semen		Cera Flava	40¢ 42
Acacia, sifted sorts.	45	Anisum, po. 15	12	Coccus	40
Acacia, po. 15¢ 20	45	Apium (graveleons).	13¢ 15	Cassia Fructus	35
Aloe, Cape, po. 15.	65	Bird, 1s.	4¢ 6	Centraria	10
Aloe, Socotri, po. 40	65	Carul, po. 18	11¢ 12	Cetaceum	45
Ammoniac	55¢ 60	Cardamon	1 25¢ 1 75	Chloroform	55¢ 60
Assafoetida, po. 30	50	Coriandrum	8¢ 10	Chloroform, squibbs	1 10
Catechu, 1s.	13	Cannabis Sativa	4 5	Chloral Hyd Crst.	1 65¢ 1 90
Catechu, 1/4s.	16	Cydonium	75¢ 1 00	Chondrus	20¢ 25
Catechu, 1/4s.	16	Chenopodium	10¢ 12	Cinchonidine, P. & W	38¢ 48
Camphore	65¢ 72	Dipterix Odorata	1 00¢ 1 10	Cinchonidine, Germ.	38¢ 48
Euphorbium, po. 35	100	Foeniculum	10	Cocaine	5 30¢ 5 50
Galbanum	65¢ 70	Foenugreek, po.	7¢ 10	Corks, list, dis. pr. et.	30
Gamboge	65¢ 70	Lini	3 1/2¢ 4 1/2	Croosutum	2
Guaiacum, po. 25	30	Lini, bbl. 3 1/2	4 1/2	Creta	75
Kino, po. 30.75	75	Lobelia	35¢ 40	Creta, prep.	75
Mastic	60	Pharlaris Canarian.	4 5	Creta, precip.	9¢ 11
Myrrh	45	Rapa	4 1/2¢ 5	Creta, Rubra	8
Opil, po. 5.00¢ 5 20 3	3 65	Sinapis Alba	9¢ 10	Cudbear	24
Shellac	25¢ 35	Sinapis Nigra	11¢ 12	Cupri Sulph.	6 1/2¢ 8
Shellac, bleached.	40¢ 45	Spiritus		Dextrine	70¢ 10
Tragacanth	50¢ 80	Frumentum, W. D. Co.	2 00¢ 2 50	Ether Sulph.	75¢ 90
Herba		Frumentum, D. F. R.	2 00¢ 2 25	Emery, all numbe.s.	8
Absinthium, oz. pkg	25	Frumentum	1 25¢ 1 50	Ergota	85¢ 90
Eupatorium, oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Lobelia, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Galla	23
Majorum, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gambler	8¢ 9
Mentha Pip. oz. pkg	25	Spt. Vini Galli	1 75¢ 6 50	Gelatim, Cooper	60
Mentha Vir. oz. pkg	25	Vini Oporto	1 25¢ 2 00	Gelatim, French	35¢ 60
Rue, oz. pkg	25	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75 & 5
Tanacetum V. oz. pkg	25	Sponges		Less than box	11¢ 13
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	15¢ 25
Magnesia		Nassau sheeps' wool	2 50¢ 2 75	Glue, white	17¢ 25
Calcined, Pat.	55¢ 60	Velvet extra sheeps'	1 50	Glycerina	25
Carbonate, Pat.	18¢ 20	wool, carriage	1 25	Grana Paradisi	25
Carbonate, K. & M.	18¢ 20	Extra yellow sheeps'	1 25	Humulus	25¢ 55
Carbonate, Jennings	18¢ 20	wool, carriage	1 25	Hydrarg Chlor Mite	85
Oleum		Grass sheeps' wool,	1 00	Hydrarg Chlor Cor.	85
Absinthium	6 00¢ 6 25	carriage	75	Hydrarg Ox Rub'm.	1 05
Amygdale, Dulc.	35¢ 60	Hard, for slate use.	1 40	Hydrarg Ammoniat	1 10
Amygdale, Amara.	8 00¢ 8 25	Yellow Reef, for	1 40	Hydrarg Unguentum	50¢ 60
Anisi	2 10¢ 2 20	slate use.	1 40	Hydrargyrum	85
Aurant Cortex	2 25¢ 2 30	Syrups		Ichthyobolia, Am.	65¢ 70
Bergamoti	2 75¢ 2 85	Acacia	50	Indigo	75¢ 1 00
Caliputi	75¢ 80	Aurant Cortex	50	Iodine, Resubi.	3 85¢ 4 00
Caryophylli	35¢ 45	Zingiber	50	Iodoform	3 85¢ 4 00
Chenopadi	2 75	Ipecac	50	Lupulin	50
Cinnamoni	1 30¢ 1 40	Perri Iod.	50	Lycopodium	70¢ 75
Citronella	35¢ 40	Rhei Arom.	50	Maca	65¢ 75
		Smilax Officinalis	50¢ 60	Liquor Arsen et Hy.	25
		Senega	50	drarg Iod.	75
		Sella	50	Liquor Potass Arsenit	10¢ 12
				Magnesia, Sulph.	2¢ 3
				Magnesia, Sulph, bbl	1 1/2
				Manna, S. F.	50¢ 60

Menthol	2 35	Seidlitz Mixture	20¢ 22	Linseed, pure raw	68	71
Morphia, S. P. & W.	2 15¢ 2 40	Sinapis, opt.	18	Linseed, boiled	69	72
Morphia, S. N. Y. Q.	2 05¢ 2 30	Snuff, Maccaboy, De	30	Neatsfoot, winter str	54	60
& C. Co.	2 05¢ 2 30	Snuff, Scotch, De Vo's	41	Spirits Turpentine	49	55
Moschus Canton	65¢ 80	Soda, Boras	9¢ 11	Paints		BBL. LB.
Myristica, No. 1	65¢ 80	Soda et Potass Tart.	23¢ 25	Red Venetian	13¢ 2	28
Nux Vomica, po. 15	32¢ 35	Soda, Carb.	1 1/2¢ 2	Ochre, yellow Mars	13¢ 2	28
Os Sepia	32¢ 35	Soda, Bi-Carb.	3¢ 5	Ochre, yellow Ber.	13¢ 2	28
Pepsin Saac, H. & P.	1 00	Soda, Ash	3 1/2¢ 4	Putty, commercial	2 1/2	2 1/2
D Co.	1 00	Soda, Sulphas	2	Putty, strictly pure	2 1/2	2 1/2
Pisces Liq. N.N. 1/2 gal.	2 00	Sps. Cologne	2 60	Vermilion, Prime	13¢	15
Pisces Liq., quarts	85	Sps. Ether Co.	50¢ 55	American	13¢	15
Pil Hydrarg. po. 80	50	Sps. Myrela Dom.	2 00	Vermilion, English	70¢	75
Piper Nigra, po. 22	30	Sps. Vini Rect. bbl.	2 00	Green, Paris	14¢	18
Piper Alba, po. 35	7	Sps. Vini Rect. 1/2 bbl.	2 00	Green, Peninsular	13¢	18
Plix Burgun	10¢ 12	Sps. Vini Rect. 1/4 bbl.	2 00	Lead, red	6	6 1/2
Plumbi Acet.	30¢ 1 50	Sps. Vini Rect. 1/4 gal	2 00	Lead, white	6	6 1/2
Pulvis Ipecac et Opil	30¢ 1 50	Strychnia, Crystall.	1 05¢ 1 25	Whiting, white Span	90	85
Pyrethrum, boxes H.	75	Sulphur, Subl.	2 1/2¢ 4	Whiting, gilders	90	85
& P. D. Co., doz.	25¢ 30	Sulphur, Roll.	2 1/2¢ 3 1/2	White, Paris, Amer.	1 25	1 25
Pyrethrum, pv.	8¢ 10	Tamarinds	8¢ 10	Whiting, Paris, Eng.	1 25	1 25
Quinia, S. P. & W.	38¢ 49	Terebenth Venice	28¢ 30	Universal Prepared	1 10¢	1 20
Quinia, S. German	37¢ 47	Theobromae	52¢ 55	Varnishes		
Quinia, N. Y.	39¢ 49	Vanilla	9 00¢ 16 00	No. 1 Turp Coach	1 10¢	1 20
Rubia Tinctorum	12¢ 14	Zinci Sulph.	7¢ 8	Extra Turp	1 00¢	1 10
Saccharum Lactis pv	18¢ 20	Oils		No. 1 Turp Furn.	1 00¢	1 10
Salaen	4 50¢ 4 75	Whale, winter	70	Extra Turk Damar	1 5¢	1 60
Sanguis Draconis	40¢ 50	Lard, extra	60	Jap. Dryer, No. 1 Turp	7¢	75
Sapo, W	12¢ 14	Lard, No. 1	45			
Sapo M	10¢ 12					
Sapo G	15					

School Supplies

TABLETS, 200 Styles,
PENS and PEN HOLDERS,
PENCILS,
PENCIL HOLDERS,
EXERCISE BOOKS,
INK,
CRAYONS,
SLATES, ERASERS,
SLATE PENCILS,
SPONGES, Etc.

Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Columbian River Salmon
Pink Alaska Salmon

DECLINED

L. M. Raisins, Seeded

ALABASTINE

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

AXLE GREASE

Aurora..... doz. gross
Castor Oil..... 55 6 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

Arctic 12 oz. ovals..... Per Doz.
Arctic pints, round..... 1 20

BAKING POWDER

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

Arctic..... 90
6 oz. Eng. Tumblers..... 90

1 lb. cans, 4 doz. case..... 3 75
1 lb. cans, 2 doz. case..... 3 75
1 lb. cans, 1 doz. case..... 3 75
5 lb. cans, 1/2 doz. case..... 8 00

The "400"..... 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 Parity..... 75
1 lb. cans per doz..... 1 20
1 lb. cans per doz..... 2 00

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

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

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

BLUING..... 12
CONDENSED..... 124
PEARL..... 113
BLUING..... 124
Small 3 doz..... 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..... 3 00
No. 1 Carpet..... 2 75
No. 2 Carpet..... 2 50
No. 3 Carpet..... 2 05
Parlor Gem..... 2 50
Common Whisk..... 95
Fancy Whisk..... 1 25
Warehouse..... 3 75

CANDLES..... 12
Electric Light, 88..... 12
Electric Light, 168..... 124
Paraffine, 68..... 113
Paraffine, 128..... 124
Wicking..... 20

CANNED GOODS

3 lb. Standards..... 80
Gallons, standards..... 2 30

Blackberries

Standards..... 75

Beans

Baked..... 75@1 30
Red Kidney..... 75@ 85
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..... 85
Good..... 85
Fancy..... 95

Gooseberries

Standard..... 90

Hominy

Standard..... 85

Lobster

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

Mackerel

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

Mushrooms

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

Oysters

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

Peaches

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

Pears

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

Pineapple

Grated..... 1 25@2 75
Sliced..... 1 35@2 25

Pumpkin

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

Raspberries

Standard..... 90

Salmon

Domestic River..... 2 00@2 15
Red Alaska..... 1 40
Pink Alaska..... 1 10

Shrimps

Standard..... 1 50

Sardines

Domestic, 1/2 lb..... 4
Domestic, 3/4 lb..... 8
California, 1/2 lb..... 17
French, 1/2 lb..... 22
French, 3/4 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..... @10
Elsie..... @11
Emblem..... @11 1/2
Gem..... @10 1/4
Gold Medal..... @ 9 1/2
Ideal..... @10
Jersey..... @10
Riverside..... @10
Brick..... 11@12
Edam..... @90
Leiden..... @17
Limburger..... 10@11
Pineapple..... 50 @75
Sag Sago..... @18

CHOCOLATE

Walter Baker & Co.'s..... 23
Premium Sweet..... 35
Breakfast Cocoa..... 46
Runkel Bros..... 21

CHICORY

Vienna Sweet..... 28
Vanilla..... 31
Premium..... 31

Red

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

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42

Van Houten, 1/2 lb..... 1 20
Van Houten, 1/4 lb..... 1 20
Van Houten, 1/8 lb..... 1 20
Van Houten, 1/16 lb..... 1 20
Van Houten, 1/32 lb..... 1 20
Van Houten, 1/64 lb..... 1 20
Van Houten, 1/128 lb..... 1 20
Van Houten, 1/256 lb..... 1 20
Van Houten, 1/512 lb..... 1 20
Van Houten, 1/1024 lb..... 1 20
Van Houten, 1/2048 lb..... 1 20
Van Houten, 1/4096 lb..... 1 20
Van Houten, 1/8192 lb..... 1 20
Van Houten, 1/16384 lb..... 1 20
Van Houten, 1/32768 lb..... 1 20
Van Houten, 1/65536 lb..... 1 20
Van Houten, 1/131072 lb..... 1 20
Van Houten, 1/262144 lb..... 1 20
Van Houten, 1/524288 lb..... 1 20
Van Houten, 1/1048576 lb..... 1 20
Van Houten, 1/2097152 lb..... 1 20
Van Houten, 1/4194304 lb..... 1 20
Van Houten, 1/8388608 lb..... 1 20
Van Houten, 1/16777216 lb..... 1 20
Van Houten, 1/33554432 lb..... 1 20
Van Houten, 1/67108864 lb..... 1 20
Van Houten, 1/134217728 lb..... 1 20
Van Houten, 1/268435456 lb..... 1 20
Van Houten, 1/536870912 lb..... 1 20
Van Houten, 1/1073741824 lb..... 1 20
Van Houten, 1/2147483648 lb..... 1 20
Van Houten, 1/4294967296 lb..... 1 20
Van Houten, 1/8589934592 lb..... 1 20
Van Houten, 1/17179869184 lb..... 1 20
Van Houten, 1/34359738368 lb..... 1 20
Van Houten, 1/68719476736 lb..... 1 20
Van Houten, 1/137438953472 lb..... 1 20
Van Houten, 1/274877906944 lb..... 1 20
Van Houten, 1/549755813888 lb..... 1 20
Van Houten, 1/1099511627776 lb..... 1 20
Van Houten, 1/2199023255552 lb..... 1 20
Van Houten, 1/4398046511104 lb..... 1 20
Van Houten, 1/8796093022208 lb..... 1 20
Van Houten, 1/17592186044416 lb..... 1 20
Van Houten, 1/35184372088832 lb..... 1 20
Van Houten, 1/70368744177664 lb..... 1 20
Van Houten, 1/140737488355328 lb..... 1 20
Van Houten, 1/281474976710656 lb..... 1 20
Van Houten, 1/562949953421312 lb..... 1 20
Van Houten, 1/1125899906842624 lb..... 1 20
Van Houten, 1/2251799813685248 lb..... 1 20
Van Houten, 1/4503599627370496 lb..... 1 20
Van Houten, 1/9007199254740992 lb..... 1 20
Van Houten, 1/18014398509481984 lb..... 1 20
Van Houten, 1/36028797018963968 lb..... 1 20
Van Houten, 1/72057594037927936 lb..... 1 20
Van Houten, 1/144115188075855872 lb..... 1 20
Van Houten, 1/288230376151711744 lb..... 1 20
Van Houten, 1/576460752303423488 lb..... 1 20
Van Houten, 1/1152921504606846976 lb..... 1 20
Van Houten, 1/2305843009213693952 lb..... 1 20
Van Houten, 1/4611686018427387904 lb..... 1 20
Van Houten, 1/9223372036854775808 lb..... 1 20
Van Houten, 1/18446744073709551616 lb..... 1 20
Van Houten, 1/36893488147419103232 lb..... 1 20
Van Houten, 1/73786976294838206464 lb..... 1 20
Van Houten, 1/147573952589676412928 lb..... 1 20
Van Houten, 1/295147905179352825856 lb..... 1 20
Van Houten, 1/590295810358705651712 lb..... 1 20
Van Houten, 1/1180591620717411303424 lb..... 1 20
Van Houten, 1/2361183241434822606848 lb..... 1 20
Van Houten, 1/4722366482869645213696 lb..... 1 20
Van Houten, 1/9444732965739290427392 lb..... 1 20
Van Houten, 1/18889465931478580854784 lb..... 1 20
Van Houten, 1/37778931862957161709568 lb..... 1 20
Van Houten, 1/75557863725914323419136 lb..... 1 20
Van Houten, 1/151115727451828646838272 lb..... 1 20
Van Houten, 1/302231454903657293676544 lb..... 1 20
Van Houten, 1/604462909807314587353088 lb..... 1 20
Van Houten, 1/1208925819614629174706176 lb..... 1 20
Van Houten, 1/2417851639229258349412352 lb..... 1 20
Van Houten, 1/4835703278458516698824704 lb..... 1 20
Van Houten, 1/9671406556917033397649408 lb..... 1 20
Van Houten, 1/19342813113834066795298816 lb..... 1 20
Van Houten, 1/38685626227668133590597632 lb..... 1 20
Van Houten, 1/77371252455336267181195264 lb..... 1 20
Van Houten, 1/154742504910672534362390528 lb..... 1 20
Van Houten, 1/309485009821345068724781056 lb..... 1 20
Van Houten, 1/618970019642690137449562112 lb..... 1 20
Van Houten, 1/1237940039285380274899244224 lb..... 1 20
Van Houten, 1/2475880078570760549798488448 lb..... 1 20
Van Houten, 1/4951760157141521099596976896 lb..... 1 20
Van Houten, 1/9903520314283042199193953792 lb..... 1 20
Van Houten, 1/19807040628566084398387907584 lb..... 1 20
Van Houten, 1/39614081257132168796775815168 lb..... 1 20
Van Houten, 1/79228162514264337593551630336 lb..... 1 20
Van Houten, 1/158456325028528675187103260672 lb..... 1 20
Van Houten, 1/316912650057057350374206521344 lb..... 1 20
Van Houten, 1/633825300114114700748413042688 lb..... 1 20
Van Houten, 1/1267650600228229401496826085376 lb..... 1 20
Van Houten, 1/2535301200456458802993652170752 lb..... 1 20
Van Houten, 1/5070602400912917605987304341504 lb..... 1 20
Van Houten, 1/10141204801825835211974608683008 lb..... 1 20
Van Houten, 1/20282409603651670423949217366016 lb..... 1 20
Van Houten, 1/40564819207303340847898434732032 lb..... 1 20
Van Houten, 1/81129638414606681695796869464064 lb..... 1 20
Van Houten, 1/162259276829213363391593738928128 lb..... 1 20
Van Houten, 1/324518553658426726783187477856256 lb..... 1 20
Van Houten, 1/649037107316853453566374955712512 lb..... 1 20
Van Houten, 1/129807421463370690713274991145024 lb..... 1 20
Van Houten, 1/259614842926741381426549982290048 lb..... 1 20
Van Houten, 1/51922968585348276285309996458016 lb..... 1 20
Van Houten, 1/103845937170696552570619992916032 lb..... 1 20
Van Houten, 1/207691874341393105141239985832064 lb..... 1 20
Van Houten, 1/415383748682786210282479971664128 lb..... 1 20
Van Houten, 1/830767497365572420564959943328256 lb..... 1 20
Van Houten, 1/166153499473114484112991988665536 lb..... 1 20
Van Houten, 1/332306998946228968225983977331072 lb..... 1 20
Van Houten, 1/664613997892457936451967954662144 lb..... 1 20
Van Houten, 1/1329227995784915872903935909324288 lb..... 1 20
Van Houten, 1/2658455991569831745807871818648576 lb..... 1 20
Van Houten, 1/5316911983139663491615743637297152 lb..... 1 20
Van Houten, 1/10633823966279326983231487274594304 lb..... 1 20
Van Houten, 1/21267647932558653966462974549188608 lb..... 1 20
Van Houten, 1/42535295865117307932925949098377216 lb..... 1 20
Van Houten, 1/85070591730234615865851898196754432 lb..... 1 20
Van Houten, 1/170141183460469231731703796393508864 lb..... 1 20
Van Houten, 1/34028236692093846346340759278701728 lb..... 1 20
Van Houten, 1/68056473384187692692681518557403456 lb..... 1 20
Van Houten, 1/136112946768375385385363037114806912 lb..... 1 20
Van Houten, 1/272225893536750770770726074229613824 lb..... 1 20
Van Houten, 1/544451787073501541541452148459227648 lb..... 1 20
Van Houten, 1/1088903574147003083082904296918455296 lb..... 1 20
Van Houten, 1/2177807148294006166165808593836910592 lb..... 1 20
Van Houten, 1/4355614296588012332331617187673821184 lb..... 1 20
Van Houten, 1/8711228593176024664663234375347642368 lb..... 1 20
Van Houten, 1/17422457186352049329326468750694884736 lb..... 1 20
Van Houten, 1/34844914372704098658652937501389769472 lb..... 1 20
Van Houten, 1/69689828745408197317305875002779538944 lb..... 1 20
Van Houten, 1/139379657490816394634611750005559077888 lb..... 1 20
Van Houten, 1/278759314981632789269223500011118155776 lb..... 1 20
Van Houten, 1/5575186299632655785384470000222363115552 lb..... 1 20
Van Houten, 1/1115037259926531157076894000044472623104 lb..... 1 20
Van Houten, 1/2230074519853062314153788000088945246208 lb..... 1 20
Van Houten, 1/4460149039706124628307576000177890492416 lb..... 1 20
Van Houten, 1/8920298079412249256615152000355780984832 lb..... 1 20
Van Houten, 1/17840596158824498513230304000711561969664 lb..... 1 20
Van Houten, 1/35681192317648997026460608001423123939328 lb..... 1 20
Van Houten, 1/71362384635297994052921216002846247878656 lb..... 1 20
Van Houten, 1/142724769270595988105842432005692495757312 lb..... 1 20
Van Houten, 1/285449538541191976211684864011384991514624 lb..... 1 20
Van Houten, 1/570899077082383952423369728022769983029248 lb..... 1 20
Van Houten, 1/1141798154164767904846739456045539966058496 lb..... 1 20
Van Houten, 1/2283596308329535809693478912091079932116992 lb..... 1 20
Van Houten, 1/4567192616659071619386957824182159864233984 lb..... 1 20
Van Houten, 1/9134385233318143238773915648364319728467968 lb..... 1 20
Van Houten, 1/18268770466636286477547831296728639456935936 lb..... 1 20
Van Houten, 1/36537540933272572955095662593457278913871872 lb..... 1 20
Van Houten, 1/73075081866545145910191325186914557827743744 lb..... 1 20
Van Houten, 1/146150163733090291820382650373829115655487488 lb..... 1 20
Van Houten, 1/292300327466180583640765300747658231310974976 lb..... 1 20
Van Houten, 1/584600654932361167281530601495316462621949952 lb..... 1 20
Van Houten, 1/1169201309864722334563061202990632925243899904 lb..... 1 20
Van Houten, 1/2338402619729444669126122405981265850487799808 lb..... 1 20
Van Houten, 1/4676805239458889338252244811962531700975599616 lb..... 1 20
Van Houten, 1/9353610478917778676504489623925063401951199232 lb..... 1 20
Van Houten, 1/18707220957835557353008979247850126803902394464 lb..... 1 20
Van Houten, 1/37414441915671114706017958495700253607804788928 lb..... 1 20
Van Houten, 1/74828883831342229412035916991400507215609577856 lb..... 1 20
Van Houten, 1/149657767662684458824071833822801014431219155136 lb..... 1 20
Van Houten, 1/299315535325368917648143667645602028862438310272 lb..... 1 20
Van Houten, 1/598631070650737835296287335291204057724876620544 lb..... 1 20
Van Houten, 1/1197262141301475670592574670582408115449753241088 lb..... 1 20
Van Houten, 1/2394524282602951341185149341

SALT FISH		SNUFF		WOODENWARE		Grains and Feedstuffs		Fresh Meats		Candies	
Cod		Scotch, in bladders..... 37		Baskets		Wheat		Beef		Stick Candy	
Georges cured..... @ 5		Maccaboy, in jars..... 35		Bushels..... 1 15		Old Wheat..... 75		Carcase..... 6 1/2 @ 8		Standard..... @ 8	
Georges genuine..... @ 5 1/2		French Rappee, in jars..... 43		Bushels, wide band..... 1 25		New Wheat..... 72		Forequarters..... 5 1/2 @ 8		Standard H. H..... @ 8	
Georges selected..... @ 5 3/4		SODA		Market..... 30		Winter Wheat Flour		Hindquarters..... 9 @ 9 1/2		Standard Twist..... @ 8 1/2	
Grand Bank..... @ 4 1/4		Boxes..... 5 1/2		Willow Clothes, large..... 6 50		Local Brands		Loins No. 3..... 10 @ 14		Cut Loaf..... @ 9	
Strips or bricks..... 6 @ 9		Kegs, English..... 4 1/4		Willow Clothes, medium..... 6 50		Patents..... 4 50		Ribs..... 10 @ 14		Jumbo, 32 lb..... @ 1 1/2	
Pollock..... @ 3 3/4		SUGAR		Willow Clothes, small..... 5 50		Second Patent..... 4 00		Round..... 10 @ 14		Extra H. H..... @ 10 1/2	
Halibut.		Below are given New York		Butter Plates		Straight..... 3 80		Chuckers..... 5 1/2 @ 5		Boston Cream..... @ 10	
Strips..... 14		prices on sugars, to which the		No. 1 Oval, 250 in crate..... 1 80		Clear..... 3 25		Plates..... 4 @ 5		Beet Root..... @ 8	
Chunks..... 15		wholesale dealer adds the local		No. 2 Oval, 250 in crate..... 2 00		Rye..... 3 25		Pork		Mixed Candy	
Herring		freight from New York to your		No. 3 Oval, 250 in crate..... 2 20		Subject to usual cash dis-		Dressed..... @ 6 1/2		Competition..... @ 7 1/2	
Holland white hoops, bbl. 11 00		shipping point, giving you credit		No. 5 Oval, 250 in crate..... 2 60		count.		Loins..... @ 9 1/2		Special..... @ 7 1/4	
Holland white hoop, keg. 6 00		on the invoice for the amount		Clothes Pins		Flour in bbls., 25c per bbl. ad-		Shoulders..... @ 7 3/4		Conserve..... @ 8 1/2	
Holland white hoop mechs. 85		of freight buyer pays from the		Boxes, 5 gross boxes..... 65		ditional.		Leaf Lard..... @ 7 3/4		Broken..... @ 6	
Round 100 lbs..... 3 60		market in which he purchases		Mop Sticks		Ball-Barnhart-Putman's Brand		Mutton		Cut Loaf..... @ 9	
Round 40 lbs..... 1 75		to his shipping point, including		Eclipse patent spring..... 9 00		Diamond 1/8s..... 4 00		Carcase..... 7 1/2 @ 9		English Rock..... @ 9	
Round 10 lbs..... 1 50		20 pounds for the weight of the		No. 1 common..... 9 00		Diamond 1/4s..... 4 00		Spring Lambs..... @ 12		Kindergarten..... @ 9	
Scales..... 1 50		barrel.		No. 2 patent brush holder..... 9 00		Diamond 1/2s..... 4 00		Veal		French Cream..... @ 9 1/2	
Bloaters..... 1 50				12 lb. cotton mop heads..... 1 25		Worden Grocer Co.'s Brand		Carcase..... 8 @ 9		Dandy Pan..... @ 10	
Mackerel				Pails		Quaker 1/8s..... 3 95		Dressed..... @ 6 1/2		Hand Made Cream	
Mess 100 lbs..... 17 00				2-hoop Standard..... 1 50		Quaker 1/4s..... 3 95		Loins..... @ 9 1/2		mixed	
Mess 40 lbs..... 7 10				3-hoop Standard..... 1 70		Quaker 1/2s..... 3 95		Boston Butts..... @ 7 1/2		Nobly..... @ 15 1/2	
Mess 8 lbs..... 1 51				2-wire, Cable..... 1 60		Spring Wheat Flour		Shoulders..... @ 7 3/4		Crystal Cream mix..... @ 13	
No. 1 100 lbs..... 15 00				3-wire, Cable..... 1 85		Clark-Jewell-Well's Co.'s Brand		Leaf Lard..... @ 7 3/4		Fancy-In Bulk	
No. 1 40 lbs..... 6 30				Cedar, all red, brass bound..... 2 25		Pillsbury's Best 1/8s..... 4 65		Barreled Pork		San Blas Goodies..... @ 12	
No. 1 10 lbs..... 1 65				Paper, Eureka..... 2 25		Pillsbury's Best 1/4s..... 4 55		Mess..... @ 12 50		Lozenges, plain..... @ 9 1/2	
No. 1 8 lbs..... 1 35				Fibre..... 2 40		Pillsbury's Best 1/2s..... 4 45		Back..... @ 14 50		Lozenges, printed..... @ 9 1/2	
No. 2 100 lbs..... 9 50				Tubs		Pillsbury's Best 1/2s paper..... 4 45		Clear back..... @ 14 25		Choc. Drops..... @ 11 1/2	
No. 2 40 lbs..... 4 10				20-inch, Standard, No. 1..... 7 00		Ball-Barnhart-Putman's Brand		Short cut..... @ 14 25		Eclipse Chocolates..... @ 14 1/2	
No. 2 10 lbs..... 1 10				18-inch, Standard, No. 2..... 6 00		Duluth Imperial 1/8s..... 4 70		Pig..... @ 17 00		Choc. Monumentals..... @ 14	
No. 2 8 lbs..... 91				16-inch, Standard, No. 3..... 5 00		Duluth Imperial 1/4s..... 4 60		Family..... @ 11 00		Gum Drops..... @ 9 1/2	
Trout				18-inch, Dowell, No. 1..... 3 25		Duluth Imperial 1/2s..... 4 50		Dry Salt Meats		Moss Drops..... @ 10	
No. 1 100 lbs..... 10 00				16-inch, Dowell, No. 2..... 5 25		Lemon & Wheeler Co.'s Brand		Bellies..... 8 1/4		Lemon Sours..... @ 10	
No. 1 40 lbs..... 4 30				16-inch, Dowell, No. 3..... 4 45		Wingold 1/8s..... 4 70		Briskets..... 8		Ital. Cream Opera..... @ 12	
No. 1 10 lbs..... 1 30				No. 1 Fibre..... 7 95		Wingold 1/4s..... 4 60		Extra shorts..... 7 1/2		35 lb. pails..... @ 11	
Whitefish				No. 2 Fibre..... 7 20		Wingold 1/2s..... 4 50		Smoked Meats		Molasses, Chews, 15	
No. 1 100 lbs..... 10 00				Wash Boards		Olney & Judson's Brand		Hams, 12 lb. average..... @ 11 1/2		lb. pails..... @ 14	
No. 1 40 lbs..... 4 30				Bronze Globe..... 2 50		Ceresota 1/8s..... 4 75		Hams, 16 lb. average..... @ 11		Fine Apple Ice..... @ 12 1/2	
No. 1 10 lbs..... 1 30				Dewey..... 1 75		Ceresota 1/4s..... 4 65		Hams, 20 lb. average..... @ 10 1/2		Iced Marshmallows..... @ 14	
SEEDS				Double Acme..... 2 75		Ceresota 1/2s..... 4 55		Ham dried beef..... @ 12 1/2		Golden Waffles..... @ 12	
Anise..... 9				Single Acme..... 2 25		Worden Grocer Co.'s Brand		Shoulders (N. Y. cut)..... @ 7 1/2		Fancy-In 5 lb. Boxes	
Canary, Smyrna..... 4				Single Peerless..... 2 50		Laurel 1/8s..... 4 75		Bacon, clear..... @ 10		Lemon Sours..... @ 55	
Caraway..... 8				Northern Queen..... 2 50		Laurel 1/4s..... 4 65		California hams..... @ 7 1/2		Peppermint Drops..... @ 55	
Cardamom, Malabar..... 60				Double Duplex..... 3 00		Laurel 1/2s..... 4 55		Boneless hams..... @ 11		Chocolate Drops..... @ 55	
Celery..... 10				Good Luck..... 2 75		Laurel 1/2s and 1/4s paper..... 4 55		Boiled hams..... @ 16		H. M. Choc. Drops..... @ 50	
Hemp, Russian..... 4 1/2				Universal..... 2 25		Bolted..... 2 00		Plebe Boiled Hams..... @ 12 1/2		H. M. Choc. L. and	
Mixed Bird..... 4 1/2				YEAST CAKE		Granulated..... 2 20		Berlin Hams..... @ 9		Dk. No. 12..... @ 90	
Mustard, white..... 5				Yeast Foam, 1 1/2 doz..... 50		Feed and Millstuffs		Mince Hams..... @ 9		Gum Drops..... @ 30	
Poppy..... 10				Yeast Cream, 3 doz..... 1 00		St. Car Feed, screened..... 18 50		Lards-In Tierces		Licorice Drops..... @ 75	
Rape..... 4 1/2				Magic Yeast 5c, 3 doz..... 1 00		No. 1 Corn and Oats..... 18 00		Compound..... @ 6 1/4		A. B. Licorice Drops..... @ 50	
Cuttle Bone..... 15				Sunlight Yeast, 3 doz..... 1 00		Unbolted Corn Meal..... 17 50		Kettle..... @ 7 1/2		Lozenges, plain..... @ 55	
SPICES				Warner's Safe, 3 doz..... 1 00		Winter Wheat Bran..... 14 50		Vegetole..... @ 6 1/2		Lozenges, printed..... @ 55	
Whole Spices				Crackers		Winter Wheat Middlings..... 15 50		55 lb. Tubs, advance..... @ 1 1/2		Imperial..... @ 55	
Allspice..... 12				The National Biscuit Co.		Screenings..... 15 00		80 lb. Tubs, advance..... @ 1 1/2		Mottos..... @ 55	
Cassia, China in mats..... 12				quotes as follows:		Corn		20 lb. Pails, advance..... @ 1 1/2		Cream Bar..... @ 55	
Cassia, Batavia, in bund..... 25				Butter		Corn, car lots..... 44		10 lb. Pails, advance..... @ 1 1/2		Molasses Bar..... @ 55	
Cassia, Saigon, broken..... 35				Seymour..... 6		Less than car lots..... 30 1/2		5 lb. Pails, advance..... @ 1 1/2		Hand Made Creams..... @ 80	
Cassia, Saigon, in rolls..... 35				New York..... 6		Oats		1 lb. Pails, advance..... @ 1 1/2		Cream Buttons, Pep..... @ 90	
Cloves, Amblyna..... 17				Family..... 6		Car lots..... 28 1/2		Sausages		and Wint..... @ 65	
Cloves, Zanzibar..... 14				Salted..... 6		Car lots, clipped..... 30 1/2		Bologna..... 5 1/4		String Rock..... @ 65	
Mace..... 55				Wolverine..... 6 1/4		Less than car lots..... 30 1/2		Liver..... 6		Sunt Almonds..... 1 25	
Nutmegs, 75-80..... 50				Soda		Hay		Frankfort..... 7 1/2		Wintergreen Berries..... @ 55	
Nutmegs, 105-10..... 40				Soda XXX..... 6 1/2		No. 1 Timothy car lots..... 12 00		Pork..... 9		Caramels	
Nutmegs, 115-20..... 35				Soda, City..... 6		No. 1 Timothy ton lots..... 13 00		Tongue..... 9		No. 1 wrapped, 3 lb.	
Pepper, Singapore, black..... 15 1/2				Long Island Wafers..... 12		Hides and Pelts		Headcheese..... 6		boxes..... @ 50	
Pepper, Singapore, white..... 16 1/2				Zephyrette..... 10		The Cappon & Bertsch Leather		Beef		Penny Goods..... 55 @ 60	
Pepper, shot..... 15 1/2				Oyster		Co., 100 Canal Street, quotes as		Extra Mess..... 10 75		Fruits	
Pure Ground in Bulk				Faust..... 7 1/2		follows:		Boneless..... 11 00		Oranges	
Allspice..... 16				Farina..... 6		Green No. 1..... @ 6 1/2		Rump..... 11 00		Fancy Navel..... @ 8	
Cassia, Batavia..... 28				Extra Farina..... 6 1/2		Green No. 2..... @ 5 1/2		Pigs' Feet		Extra Choice..... @ 8	
Cassia, Saigon..... 38				Saltine Oyster..... 6		Cured No. 1..... @ 7 1/2		Kits, 15 lbs..... 80		Late Valencia..... 4 50 @ 4 75	
Cloves, Zanzibar..... 17				Animals..... 10		Cured No. 2..... @ 6 1/2		1/4 bbls., 40 lbs..... 1 50		Med. sweets..... @	
Cloves, Amblyna..... 14				Assorted Cake..... 10		Calfskins, green No. 1..... @ 6 1/2		1/2 bbls., 80 lbs..... 2 75		Jamaicas..... @	
Cloves, Zanzibar..... 17				Belle Rose..... 8		Calfskins, green No. 2..... @ 6 1/2		Tripe		Lemons	
Ginger, African..... 15				Bell's Water..... 16		Calfskins, cured No. 1..... @ 9		Kits, 15 lbs..... 70		Strictly choice 300s..... @ 6 00	
Ginger, Cochinal..... 18				Buttercups..... 12		Calfskins, cured No. 2..... @ 7 1/2		1/4 bbls., 40 lbs..... 1 25		Strictly choice 300s..... @ 6 25	
Ginger, Jamaica..... 25				Cinnamon Bar..... 10		Pelts		1/2 bbls., 80 lbs..... 2 25		Fancy 300s..... @ 6 50	
Mustard..... 65				Coffee Cake, Iced..... 10		Lamb..... 25 @ 1 25		Casings		Ex. Fancy 300s..... @ 6 75	
Pepper, Singapore, black..... 16 1/2				Coffee Cake, Java..... 10		No. 1..... @ 3 1/2		Rolls, dairy..... 13 1/2		Extra Fancy 360s..... @ 6 50	
Pepper, Singapore, white..... 25				Cocoonant Taffy..... 10		No. 2..... @ 2 1/2		Solid, dairy..... 13		Foreign Dried Fruits	
Pepper, Cayenne..... 15				Cracknells..... 16		Wool		Solid, creamery..... 18 1/2		Figs	
Sage..... 20				Creams, Iced..... 8		Washed, fine..... 20 @ 2 1/2		Butterine		Cal. pkg, 10 lb. boxes..... @ 10	
STARCH				Cream Crisp..... 10		Washed, medium..... 22 @ 2 1/2		Rolls, creamery..... 19		Extra Choice, 10 lb. boxes, new Smpna..... @ 12	
Kingsford's Corn				Crystal Creams..... 10		Unwashed, fine..... 14 @ 15		Solid, creamery..... 18 1/2		Fancy, 12 lb. boxes new Imperial Mikados, 18..... @	
40 1-lb. packages..... 6 1/2				Cubans..... 11 1/2		Unwashed, medium..... 18 @ 20		Canned Meats		Pulled, 6 lb. boxes..... @	
3-lb. packages..... 6 1/2				Currant Fruit..... 11		Fish and Oysters		Corned beef, 2 lb..... 2 45		Naturals, in bags..... @ 5 1/2	
6-lb. packages..... 7 1/2				Frosted Honey..... 12		Fresh Fish		Corned beef, 14 lb..... 17 50		Dates	
Kingsford's Silver Gloss				Frosted Cream..... 9		White fish..... @ 9 1/2		Roast beef, 2 lb..... 2 45		Fards in 10 lb. boxes..... @ 9	
40 1-lb. packages..... 7 1/2				Ginger Gems, lg. or sm..... 8		Trout..... @ 10		Potted ham, 1/4s..... 45		Fards in 60 lb. cases..... @ 6	
6-lb. boxes..... 7				Ginger Snaps, N. B. C..... 8		Black Bass..... @ 11		Potted ham, 1/2s..... 85		Persians, P. H. V..... @ 5	
Common Corn				Gladiator..... 10		Blues or Herring..... @ 4		Deviled ham, 1/4s..... 45		lb. cases, new..... @ 5	
20 1-lb. packages..... 4 1/2				Grandma Cakes..... 9		Bluefish..... @ 19		Deviled ham, 1/2s..... 85		Sals, 60 lb. cases..... @ 5	
40 1-lb. packages..... 4 1/2				Graham Crackers..... 12		Live Lobster..... @ 21		Potted tongue, 1/4s..... 85		Nuts	
Common Gloss				Graham Wafers..... 16		Cod..... @ 10		Potted tongue, 1/2s..... 85		Almonds, Tarragona..... @ 17	
1-lb. packages..... 4 1/2				Honey Fingers..... 12		Haddock..... @ 9		Oils		Almonds, Ivica..... @	
3-lb. packages..... 4 1/2				Iced Honey Crumpets..... 10		No. 1 Pickerel..... @ 9		Barrels..... @ 12		Almonds, California, soft shelled..... @ 15 1/2	
6-lb. packages..... 5				Imperial..... 8		Pike..... @ 7		Eocene..... @ 12 1/2		Brazilis, new..... @ 7	
40 and 50-lb. boxes..... 3 1/2				Jumbles, Honey..... 12		Perch..... @ 6		Perfection..... @ 10 1/2		Filberts..... @ 13	
STOVE POLISH				Lady Fingers..... 12		Red Snapper..... @ 8		XXX W. W. Mich. Hdt..... @ 10 1/2		Walnuts, soft shelled..... @ 15	
Enameline				Lemon Wafers..... 16		Col River Salmon..... @ 10		W. W. Michigan..... @ 10		Peanuts	
3 Enameline				Marshmallow Walnuts..... 8		Mackerel..... @ 14		Diamond White..... @ 9 1/2		Fancy, H. P., Suns..... 5 @	
WASHING POWDER				Moss Jelly Bar..... 12 1/2		Oysters in Cans.		D. S. Gas..... @ 11 1/2		Fancy, H. P., Flags..... @ 6	
Wicking				Newton..... 12		F. H. Counts..... 45		Deo. Naphtha..... @ 11 1/2		Choice, H. P., Extras..... @	
No. 9, per gross..... 20				Oatmeal Crackers..... 8		Selects..... 40		Cylinder..... @ 29		Roasted..... @	
No. 1, per gross..... 25				Oatmeal Wafers..... 12		F. J. D. Selects..... 45		Engine..... @ 19		Span. Shelled No. 1..... 7 1/2 @ 7	
No. 2, per gross..... 35				Orange Crisp..... 8		F. J. D. Standards..... 40		Black, winter..... @ 11 1/2			
No. 3, per gross..... 55				Orange Gem..... 8		Anchors..... 40					
No. 4, per gross..... 75				Pilot Bread, XXX..... 7 1/2		Standards..... 40					
No. 5, per gross..... 95				Pretzels, hand made..... 7 1/2		Favorite..... 40					
No. 6, 3 doz in case, gross..... 4 50				Sears' Lunch..... 7 1/2		Shell Goods.					
No. 6, 3 doz in case, gross..... 7 20				Sugar Cake..... 8		Clams, per 100..... @					
				Sugar Cream, XXX..... 8		Oysters, per 100..... @					
				Sugar Squares..... 12							
				Sultana..... 16							
				Tutti Fruit..... 16							
				Vanilla Wafers..... 8							
				Vienna Crimp..... 8							

Getting the People

Practical Publicity for the Average Country Merchant.

Every live merchant should make it a point to patronize his home paper to some extent, the amount of his advertising to depend upon his business and the nature of the paper. The local paper is the mirror of the town, but it does more than reflect conditions—it contributes a reflex energy to every branch of trade in the town. Bright advertising is as important to the interest of a paper as the purely news feature. It used to be thought that an advertiser had to get next to reading matter to make his announcements effective, but now conditions have so changed that a bright advertiser can enhance the interest of the local column by getting next to it. In short, the advertiser who knows how makes his space a daily or weekly news feature of the paper. We do not think a merchant can be alive who does not avail himself of the advertising opportunities offered by a good, local paper.

The ordinary country publisher has a strong predilection for the standing advertisement which maintains its symmetrical proportions from one year's end to the other. Such an arrangement simplifies the make-up and saves much doubt, perplexity and shoe leather each week for the advertising solicitor. This arrangement, however, we do not think best for the advertiser. The story he has to tell varies in detail from day to day and the space should be made to fit the story, not the story the space. The best way to buy newspaper space is by the inch or by the line, as space is bought in the metropolitan press. Then use as much of it as the occasion requires. This plan will lead you into better advertising habits. Instead of being utterly overwhelmed with the thought that here is a wide waste of white space I must fill, the first search will be for the right thing to advertise, the form of the announcement will be devised and after that the space will fit itself. This is the logical method.

A big advertisement is not, per se, effective. Unless you have one announcement of singular interest to make, or many of minor importance, you had better control your disposition to lavish your money on hypertrophied hunks of white newspaper. Nothing looks so empty or so much like a waste of good money and valuable newspaper room as a big block of white paper with nothing on it but a disorderly mob of heterogeneous type that says nothing of importance. If you have nothing to say, keep out of print; but unless you have something that is proper to say in bold faced type once in a while, you will be out of business as well. Search your stock diligently for the thing that is timely to talk about, and then say all there is to be said about it.

We frequently hear it said, by people who have given but little thought to the matter of advertising, that the only valuable announcement is the one in about three words and in type a foot high that can be read at a glance. This is not true and is contradicted by the experience of every extensive advertiser who has made practical publicity a serious study. The advertisement that keeps talking to the point is the one that gets the audience. As long as you have something to say and keep saying it, you will find a reading public. The elliptical advertisement that talks like a

cable despatch is a nuisance. Don't be afraid to make your sentences round and complete, just as you would were you talking to a prospective customer.

Display in an advertisement is made by contrast. It is emphasis, and the things you want brought prominently forward are the things that should be touched up with the black type. About the worst case of mistaken display the writer ever saw was an advertisement in which etc. was the only prominent feature. It would seem that the merchant dealt exclusively in etc. An advertisement can be forcefully displayed without the use of very large type. If the contrast is maintained nicely the display is perfect. An advertisement in which type an inch high is used is not displayed any more than if the matter had been set in the smallest type in the office. The great difficulty with some printers is their disposition to make a sort of sample sheet out of an advertisement to display all the fonts of type the office affords. In an ordinary advertisement it is seldom necessary to use more than three styles of type and often two will do the work better. Select a plain type for display and insist upon the printer using it. A little white margin around the type matter is space well used and causes your advertisement to stand out from the rest. It is very important for the advertiser to study this matter of display and master it. The man that knows how can get more out of six inches than the fellow who doesn't can out of a yard. If you are a good sized advertiser the publisher will often put in a font or line of type at your suggestion. It is sometimes well to have your own peculiar border, and where possible, a uniform style of display should be followed.—Shoe and Leather Gazette.

Advertising Value of the Country Press.

For the merchant in a country town or small city there is no better medium than the local paper. It seems strange that there should be any necessity for reiterating this statement, the good sense of which must be apparent to every thinking merchant. The fact is, however, that many merchants have to be dragged into the local press, many of them preferring to spend thousands of dollars on outside schemes which, if the truth be known, rarely return their original cost in the way of extra trade. A six-inch double column advertisement placed conspicuously in the local paper every week or every day, as the case may be, will show more returns on the investment than any equal amount spent in any other way. The next best thing to the local paper is such original advertising as may emanate from the store direct. We have great faith in the attractive folder mailed direct to the household. The sealed letter is sure to be opened and the material which it contains will receive at least passing examination. This is more than can be said for the hand bill or small dodger, which in most cases are absolutely worthless. When it comes to the itinerant publications, gotten up in the interests of various local organizations, foisted upon the long suffering merchant in the form of pure advertising, we have only one opinion. To take space in such publications is charity pure and simple, and should be charged to the profit and loss account without any expectation of return. It is just the same as though these parties came with a subscription paper and asked you to show your interest by a voluntary contribution.

Debtors in Siam, when three months in arrears, can be seized by the creditors and compelled to work out their indebtedness. Should a debtor run away his father, his wife or his children may be held in slavery until the debt is canceled.

Two Classes of Advertisers.

There are people who believe that advertising is a speculation, and there are others who insist that it is an investment. They are both right from their different standpoints. The discrepancy is accounted for by the different ways they advertise. Some merchants go into advertising as they buy a ticket in a lottery—with the idea that if they are lucky they may win a prize. Others put their money in advertising as they invest in real estate, mining stock or government securities—with the firm faith that they can make a good percentage on their investment if they do it judiciously and with proper preparation and forethought. The latter class seldom fail.

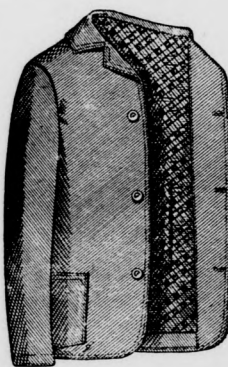
Tit For Tat.

"We had a frightful quarrel; he told me I was no spring chicken."
"Shameful! What did you say?"
"Well—I told him that he wasn't the only canned mushroom in the market."

Is a Good Seller



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.



Voorhees Mfg. Co.

LANSING, MICH.

We manufacture a full line of

**Jackets, Overalls
and Brownie Overalls**

and warrant them to give satisfaction in every particular. We buy for cash and sell to cash buyers only. We make a specialty of mail order business and shall be pleased to send you samples and prices.

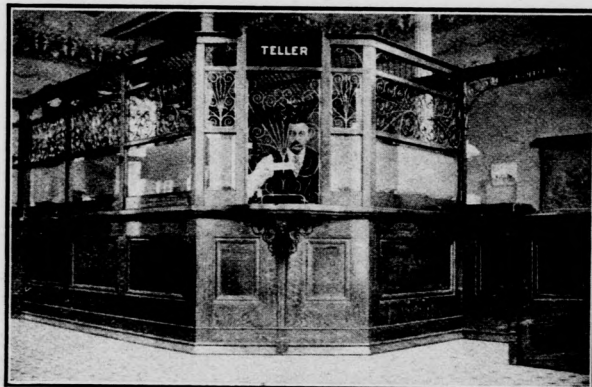
Central Implement Co.

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.



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

BUSINESS ASSAULT

Should Be Punished, the Same as Physical Assault.

"I believe, as I live, that some day a higher power will punish that man, for, as I see it, he has done an entirely inexcusable thing."

The old man who said this to me last week was speaking of his competitor. While the competitor had done him a great deal of harm, he had done nothing that was not entirely within the present standards of "honest competition."

This led me to speculate whether after all there is any morality in competition or whether it can simply be considered a cold-blooded game of dog eat dog, in which any move that isn't actually theft or murder is legitimate and commendable.

Let me give you the story.

I have been stopping for some weeks at a little retired place up in the country. Courted and flattered as I am, it does me good to get away occasionally to a place where I am not known—where no one knows that I am rich and a candidate for school director.

I resolved that while I was up there I would simply have my fling and that just for the time no expense that brought pleasure would be too heavy for me to incur. So instead of walking to and from the station every day, I have been going in the hack.

On the first trip up the hackman unburdened himself to me. I have one of those large placid faces which seem to invite the sorrows of others. His story was brief but meaty. The place boasts maybe 400 people and he has had a hack line there for about eight years. For about seven and a half of that he has controlled the carrying trade of the little village, and out of it he has made enough to buy a tidy bit of property and a new baby every year.

About six months ago a young fellow who married into the village came to the conclusion that the old hackman was operating a trust and that he ought to have opposition. He had a little money and launched a new hack line. He found it hard sledding. The town rather stood by the older man, but the new man wasn't daunted—he promptly cut the price to 5 cents—it had been 10 before.

That had the same result that such cuts always have—it forced the old man to simply cut his little income in half. And not only that, but a number of people who valued a nickel more than loyalty to friends went over to the new line.

In those cases, of course, the old man didn't even save half.

Before the interloper came there was just about enough hack business in the place for one man, and it wasn't even gilt-edged for him. As things stand now, what little trade there is is divided between the two and both are getting just half the money that the service is worth.

That, in substance, is the story that the old hackman gave me. He is deeply aggrieved. He feels sincerely that his competitor has done an utterly unwarrantable and inexcusable thing. He believes—in the words that lead this article—that "a higher power will some day punish him."

The point is this: It can not be denied that the new hackman had a perfect legal right to do what he did—he only did what thousands of merchants are doing every day; but he has soured a kindly old man's mind and made

him a caustic railer against fate; he has ruined his business and has not enriched himself.

Has he transgressed the moral law in doing these things? Had he any moral right to do them?

Personally, I believe that no man has the right to do these things. If I could I would stop it. I would force the law to pay as much attention to a man's business as it pays to his body, for in a way the business is the more important, for it provides the wherewithal by which not only one but several bodies shall be sustained.

See how inconsistent the law is. If I simply raise my hand at another man in a threatening manner, I have committed an assault, and by Gad! I can be sent to jail for it! I don't have to even touch a man to make myself criminally liable.

But the law not only allows me to threaten your business, it allows me to absolutely ruin it! I can come up against a business that you have striven for years—night and day—to establish; a business that has become your very heart's blood; a business that your wife and your children are eagerly watching and helping; that gives them the very bread they eat. By the meanest little tricks a man can invent I can cut that business completely from under you. With perfect legality I can ruin the work of years; I can beggar you and your wife and your children. To make a long story short, the law, although it hangs me for murdering your body, pins on my breast the cross of the "Enterprising Merchant" when I murder your business.

It isn't a square deal. It is true that it's a free-for-all fight, but it isn't true that "it's as fair for one as the other." The law doesn't look at physical assault that way; it hasn't any business to look at business assault that way. When two men fight in the public street, the law doesn't stand back because both have a chance of winning. It says to the man who began it, "You have assaulted your brother and must suffer; you have broken the public peace, and of you must be made an example."

So I say to the man who attacks his brother's business—you, too, should suffer, for you have done more damage in a minute than he who simply strikes with his hand can do in any period.—Stroller in Grocery World.

What Constitutes Good Advertising.

Good advertising consists in telling people the plain, honest, simple facts about the goods you want to sell them. Pretty pictures and handsome displays are not advertising—they are nothing but aids to your advertising. Anything you can do to please the eye or attract the attention of people in a pleasing way is of course a good aid to advertising. Simply attracting people's attention is not necessarily advertising. Making people read what you print is not necessarily advertising. And getting people to talk about you and to congratulate you for your awfully smart advertisements is not necessarily good advertising. Results are the only test. The advertisement that doesn't sell goods is a failure, no matter how pretty or how smart it may be. A modest, unassuming advertisement, well written, neatly displayed and properly placed, full of strong argument and solid truth, may be the means of convincing hundreds of people that the path of wisdom and economy leads straight to your door. If it does this, it is good advertising. The garish, pretentious, boastful advertisement that dazzles the public eye with its brilliance and makes the mind swim with its big words may fail to convince or help convince a single person of the truth of the claims it makes. If so, it is poor advertising—it couldn't be worse.

William Reid

Importer and Jobber of Polished Plate, Window, Ornamental

GLASS

--Paint, Oil, White Lead, Varnishes and Brushes--

GRAND RAPIDS, MICHIGAN

S. Butler, Resident Manager

The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

STAR GREEN

50 CIGAR
SOLD BY ALL JOBBERS

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.

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.

The Grocery Market.

Sugars—Raw sugars are a trifle weaker and sales have been made this past week which established the price of 4½¢ for 66 deg. test centrifugals. Offerings are small, but refiners are apparently well supplied for the present. No advance is now anticipated, as markets are lower for beet sugar abroad and general indications point to further declines in values. The list has been reduced on some grades of softs, but as concessions have been granted for some time equal to this reduction, the situation is not materially changed.

Canned Goods—There was little business of importance done in the canned goods line this past week, but prices are generally firmly held. Interest in salmon, spot and future, has quieted down and future business generally seems to make little headway. New tomatoes are now being packed by some canners in Baltimore, but the quality of the output at present is said to be quite poor. The present short tomato acreage and the enormous prospective peach pack, it is said by some, will tend to higher prices than those now asked. Spot tomatoes are firm, but there is little or no movement. Peas are the feature of most interest at present, all indications pointing to much smaller packs in New York State and Wisconsin than the trade had been led to expect. Offerings are light in consequence and the trade is rather on the anxious seat as to where to get the right goods at the right figures. The situation on peas is very strong and prices are higher than a week ago, and are very likely to advance still further. Corn, string beans, etc., remain about the same, with practically nothing new in this line. Gallon apples are in very good demand and some large sales have been made during the past week at a slight concession in price. Spot salmon continues firm, but business is rather lighter than it has been for the past few weeks. Domestic sardines, old pack, are practically cleaned up, particularly quarters in oil. Imported sardines are in better demand and the market is advancing.

Dried Fruits—Apricots and currants are attracting considerable attention and further advances in price are expected daily. In prunes, 40s to 50s are becoming rather scarce and views of holders on the coast are firmer. Advances from California state that the crop of prunes will not be as large as was expected two weeks ago. The hot weather has damaged them considerably. Large prunes will be scarce, and this will probably limit the export business, unless it is possible to sell prunes running between 60s and 80s. Three crown loose muscatel raisins are in very good demand for this season. The raisin crop this year is now estimated at 3,400 carloads. The peach crop is smaller than was anticipated and the output of the dried fruit will fall short of first estimates. A very interesting feature in the dried fruit line is the awakening interest in new apricots. Buyers are at last beginning to arrive at the conclusion that apricots at the existing prices are low and are taking hold more freely than at any time this season. Reports from the coast tell of a very much firmer feeling there, with an advance of 1c per pound on the fancy grades and with a tendency toward a still higher market. Fine quality goods are undoubtedly scarce and it is this fact, without much question, that is tending to carry the market upward. The impression is that the crop of choice ap-

ricots or anything like choice is not as large as was anticipated earlier in the season. Currants are still a very important factor in the market and prices show an advance of ¼¢ this week, with everything tending toward still higher prices as the short crop in Greece becomes more evident.

Rice—Offerings of rice are limited and prices continue to rule firm. Transactions are chiefly of a hand-to-mouth character.

Tea—All grades of tea are firmly held, but offerings are small and higher prices are expected.

Molasses—Spot supplies of molasses are small and are held at full prices, with the expectation of a better demand in a few weeks. Reports from Louisiana indicate favorable crop conditions, with a large output expected, but some think that the crop will be late.

Nuts—The walnut crop is in good condition and promises to be about an average crop, so far as quantity is concerned. Quality and size will be good, and if nothing happens they will be full of meat, possibly better than for some time. The Texas pecan crop promises to be the largest in years. Last year the crop was small, as a result largely of the Brazos Valley floods, but this season the trees are reported to be loaded with nuts. There is considerable demand for Sicily filberts and the market is firm. The new crop, while better than last year's, is not very satisfactory. It is believed that present prices will be the lowest of the season.

Commercial Abominations.

The irritable, snappish little fellow, with large ideas of his own importance and strong determination to maintain his dignity.

The exquisite young man who parts his hair in the middle and is shocked at the idea of soiling his hands by a little honest work.

The luxurious youth, who has twenty-dollar-a-week tastes and habits and a ten-dollar-a-week salary.

The Napoleon of finance, who has better ideas of the policy of a store than the gray-haired proprietor.

The remarkable youth, who invariably knows what a customer wants better than she does herself.

The fresh young man, with cheek of adamant texture, who can be taught neither manners nor reason.

The aspiring young man, who wishes to clerk until he can raise enough money to study theology.

The young man who has a tendency toward consumption or dyspepsia or any other disease that is aggravated by work indoors.

The young man who is ignorant of the use of soap and water, and hairbrush and comb and other toilet requisites, and the young man who is so wrapped up in these that he has thought for little else.

The young man who wears flashy jewelry, exhales an odor of musk, wears wide stripes, daring cravats, violent checks and is generally "horsey."

The young man who blushes too easily, dares not say that his soul is his own, and is generally too good and meek for this rather wicked world of ours.

The young man who hasn't sense enough to do anything unless he is ordered to do it, and the young man who is always doing things contrary to orders.

The young man whose nerves are in his elbows, and the young man who hasn't any nerves at all.

Heman G. Barlow (Olney & Judson Grocer Co.) is spending a week at the cottage of his son-in-law at Michillinda. He is accompanied by his wife.

A woman is much more likely to forget her birthday than to leave the pickles behind when she goes to a picnic.

Hides, Pelts, Tallow and Wool.

Upper leather hides show a continued weakness, with a decline on calf of ½¢. Heavy stock for sole and harness stock has been sold freely and at strong prices, about one hundred cars having been sold from the Chicago market during the past three days.

The accumulation of country take off of sheep pelts has been cleaned up and the present take off is held more firmly and at some advance.

Tallow and greases show an accumulation of soaper's stock. Little trading is being done. The loss in shipment during the hot weather is too great to afford a margin on sales. The demand is light.

Wool is dormant and manufacturers are awaiting the sales of cloths now on the market before purchasing for future wants. To effect sales of any amount of wool at present, the price must be conceded. Sales are in small amounts and, when added, show a fairly good volume, but are made at prices which show no profit to the average purchaser. There is no business being done in the State. Buyers and solicitors have gone home and purchases all over Michigan await the future at a cost above any market at the present time.

Wm. T. Hess.

Petroleum Drinkers.

The Medical Society of Paris has expressed the opinion that it is necessary to adopt some measures against the alarming spread of petroleum drinking. At first it was thought that this habit had sprung up from the increased taxation on alcohol, but an investigation showed that this was not the case; the habit had been prevalent some time previous in the suburban town of Bastille, and had spread with great rapidity. The victim of the petroleum habit does not become brutal, only morose. The opinions differ among the physicians as regards the effects of petroleum drinking on the human system, but they all agree on the harmfulness of this new vice.

Japan is the little hornet that must be used to sting the Chinese nation to death.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—NEW, CLEAN STOCK DRY goods and clothing all together or will sell separate; also five year lease of building; small town; good country; no trades. Address No. 470, care Michigan Tradesman. 470

DRUG STORE FOR SALE IN SOUTHERN Michigan; good stock; good business; good town; good reasons for selling. Address No. 468, care Michigan Tradesman. 468

DRUG STORE FOR SALE—BEST LOCATION in Grand Rapids. Has netted \$3,000 per year. Value, \$2,000. Bargain for cash. Address Doctor, care Michigan Tradesman. 465

FOR SALE—THE ONLY DRAY LINE AND street sprinkler; the only ice house and ice, with ice trade of the town. Enquire of A. J. Westlake, Byron, Mich. 467

FOR SALE—OWEN HOUSE, FARMING town, Mich. Good reasons for selling. For further information address B. S. Owen, Farmington, Mich. 466

FOR SALE—FURNISHED HOTEL IN COUNTRY seat, best town in Northern Michigan; three-story frame, doing good business. Mrs. N. A. Waugh, Gaylord, Mich. 464

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

GOOD DRUG STOCK NEAR MUSKOGON for sale or trade. Write quick. R. E. Hardy, 294 Concord Ave., Detroit. 391

DRUG AND BAZAAR STOCK FOR SALE at 50 cents on the dollar. Invoice before August 12. Write quick. Lock Box 25, Vicksburg, Mich. 452

A BARGAIN IN ONE OF THE BEST HARD- ware stocks in central Michigan; invoices \$15,000. Address Stone, care Michigan Tradesman. 454

FOR SALE CHEAP, OR WILL EXCHANGE for stock of dry goods, boots and shoes or general merchandise, 80 acres pine lands having 320,000 feet of standing white pine timber which will cut three logs to the thousand feet; situated in the Upper Peninsula of Michigan, three miles from a driveable river; has logging roads ready for use from tract to the river; also lumbering camp close by that can be used for operating same. Also have for disposal on same terms 120 acres of the finest hardwood timbered lands in the Upper Peninsula of Michigan, consisting of maple, birch, large elm and basswood, located in Dickinson county (on the mineral belt), Michigan, three miles from Felch branch of the C. & W. M. Railway and one-quarter mile from a driveable river. Correspondence solicited. Address J. A. FitzGerald, M. D., Perronville, Menominee Co., Mich. 449

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

FOR SALE—GOOD HOTEL, FEED BARN, one-half acre ground, splendid well and cistern. All conditions, near depot. Good location for livery. Sickmess 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 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 STORE FOR SALE—NICE, CLEAN stock; good live town of 450; no competition; good farming country; no cut prices; cheap rent; stock inventories about \$3,000; cash business last year \$6,600; snap for some one; will bear close investigation. Reason for selling, poor health. Address Druggist, care Michigan Tradesman. 430

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

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 MIL- linery 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 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

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 CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

WANTED—DESIRABLE LOCATION FOR bazaar. Will give \$5 to informant of acceptable place. Describe fully. Lew, care Michigan Tradesman. 471

WANTED AT ONCE—EXPERIENCED clothing dry goods and shoe salesman, one willing to work. State salary and give references. H. Hirschberg, Elk Rapids, Mich. 472

WANTED—EXPERIENCED DRY GOODS salesman who can keep his department looking attractive. Also around clerk for large general store in lumbering center. Give full particulars, references, experience and salary expected. Address No. 469, care Michigan Tradesman. 469

WANTED—SINGLE MAN FOR COUNTRY store. Best of references required as to honesty and habits. Address No. 441, care Michigan Tradesman. 441

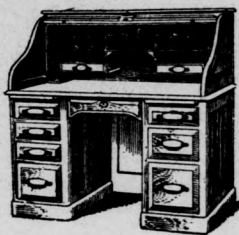
REGISTERED PHARMACIST WISHES steady position. Address No. 444, care Michigan Tradesman. 444

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.

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.

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.

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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.

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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.

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Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; 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 4:50p *11:50p
Ar. G. Rapids, 12:30a 1:25p 5:00p 10:40p *6:20a

Milwaukee Via Ottawa Beach.

Lv. Grand Rapids, every day..... 10:10pm
Ar. Milwaukee..... 6:30am
Lv. Milwaukee..... 9:30pm
Ar. Grand Rapids, every day..... 6:55am

Traverse City and Petoskey.

Lv. Grand Rapids 12:40a 7:55a 1:55p 5:30p
Ar. Traverse City 4:55a 1:15p 6:10p 10:45p
Ar. Petoskey 6:25a 4:10p 9:00p

Trains arrive from north at 3:45am, 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.

Lv. Grand Rapids..... 7:55am 1:55pm 5:30pm
Ar. Ludington..... 12:05pm 5:20pm 9:25pm
Ar. Manistee..... 12:28pm 5:50pm 9:55pm

Detroit and Toledo Trains.

Lv. Grand Rapids * 7:10am 12:05pm 5:30pm
Ar. Detroit..... 11:40am 4:05pm 10:05pm
Ar. Toledo..... 12:35pm
Lv. Toledo..... 7:20am 11:55am 4:15pm
Lv. Detroit..... 8:40am 1:10pm * 5:15pm
Ar. Grand Rapids..... 1:30pm 5:10pm 10:00pm

Saginaw and Bay City Trains.

Lv. Grand Rapids..... 7:00am 5:20pm
Ar. Saginaw..... 11:50am 10:12pm
Ar. Bay City..... 12:20pm 10:46pm
Ar. from Bay City & Saginaw..... 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 From North 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 From South South
Kalamazoo, Ft. Wayne Cln. * 7:10am * 9:40pm
Kalamazoo and Ft. Wayne. * 1:50pm * 1:50pm
Kalamazoo, Ft. Wayne Cln. * 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.

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

50 double pages, registers 2,880
invoices..... \$2.00

Tradesman Company
Grand Rapids, Mich.

**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.

Use Tradesman Coupons

Fairbanks-Morse Gas and Gasoline Engines

Are the products of sixteen years of constant work spent in research, experiment and development. The final result is an engine that is

ECONOMICAL, SAFE, DURABLE and SIMPLE, and the only Engine that embodies ALL these essential features to their fullest extent.

The adoption of gas and gasoline engines is rapidly increasing and the demand will still further increase as fast as the public becomes better acquainted with the many advantages they possess. Their great ECONOMY and CONVENIENCE entitle them to the preference in most cases.

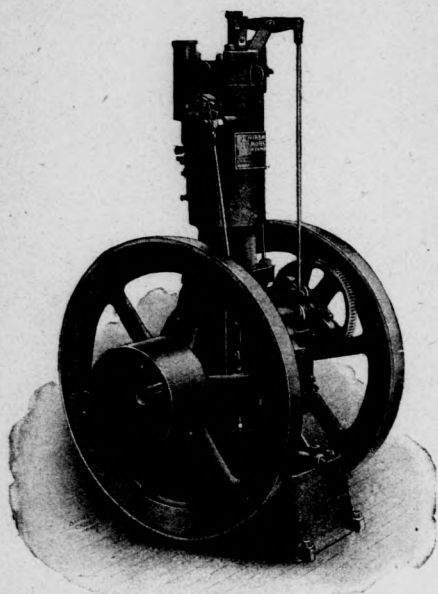
These engines are built in several different sizes — all the way from a 1½ up to a

50-horse power and even larger, and can be used for a large number of purposes.

Catalogues mailed on application. Correspondence solicited.

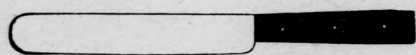
ADAMS & HART,

12 West Bridge Street, Grand Rapids, Mich.

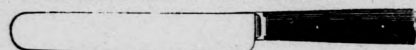


First Quality Table Knives and Forks

Up-to-Date Styles



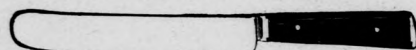
No. 10 Knife and Fork. Redwood handle.



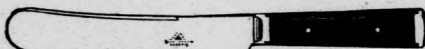
No. 20 Knife and Fork. Redwood handle.



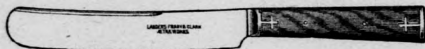
No. 30 Knife and Fork. Redwood handle.



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



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

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 salesmen are now showing complete lines of new fall goods. All the Newest Styles and Latest Ideas in Jewelry. Write to us and have our agents call on you. Get the best paying line of goods in the market.

45 and 46 Tower Block, Grand Rapids, Mich.

Our new line of

Holiday Goods

will soon be ready. Watch for announcement.

Kinney & Levan

Crockery

Cleveland, Ohio

GAS AND GASOLINE MANTLES

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

Glover's Wholesale Merchandise Co.
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