

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XVII. GRAND RAPIDS, WEDNESDAY, AUGUST 15, 1900. Number 882

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.



<p>No. 1. 2 sets in barrels; choice of colors.</p> <p>At \$2.10 each.....\$4.20 Barrel......35 Total.....\$4.55</p>	<p>No. 2. 6 sets in cask; 2 of each color.</p> <p>At \$2.00 each.....\$12.00 Cask......1.00 Total.....\$13.00</p>	<p>No. 3. 20 sets in crate; 4 colors, assorted.</p> <p>At \$1.90 each.....\$38.00 Crate and cartage.....2.50 Total.....\$40.50</p>
--	--	---

We Sell to **Burley & Torrell** Dealers Only 42-44 Lake Street, Chicago.

There may be others

but none that suit the smoking public as well as

Royal Tiger 10c A Smoker's Smoke **Tigerettes 5c**

That being the case, what's the use of trying to sell something else—something that your customers don't want? These goods are right, why not push them? Other dealers do with great success.

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.

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

Write us when in the market.

Kalamazoo Case & Cabinet Co.
Kalamazoo, Mich.

It is not because the

Advance

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

The Bradley Cigar Co.,

Manufacturers of

Hand W. H. B. Made

10 cents

Greenville, Mich.

Ferris
Institute
BIG RAPIDS, MICH.

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.

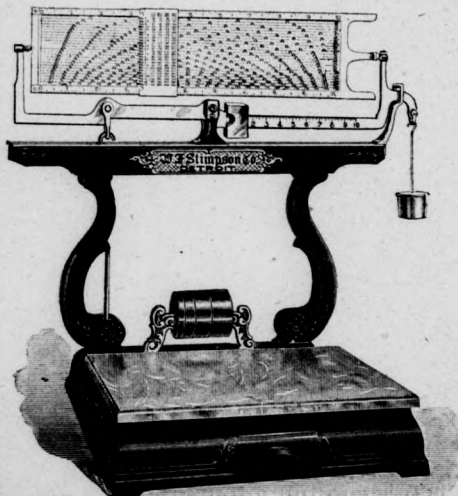
There's no secret in the cause

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 ¼ lb. tin, but in a few days they want a full pound—and tell their friends about it." This will give us the biggest baking powder business in the world in two years.

We Count on the Help of Dealers

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

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



STOP THAT LEAK

Do you ever realize the large percentage of your profits you are losing by using old style scales?

The **Stimpson Computing Grocers' Scale** will not only stop the leak, but will do so more accurately and with less trouble than any other scale.

Weight and money value by movement of one poise.

Let us talk it over with you. Our scales are sold on easy monthly payments.

W. F. STIMPSON CO., Detroit

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, AUGUST 15, 1900.

Number 882

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

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

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

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

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

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.**
1. Lost His Chance.
 2. Nerve Exhibited by a Drummer.
 3. Around the State.
 4. Grand Rapids Gossip.
 5. Over the Ocean.
 6. Largest on Earth.
 7. Editorial.
 8. Editorial.
 9. Clothing.
 10. Dry Goods.
 11. Shoes and Leather.
 12. Clerks' Corner.
 13. Getting the People.
 14. Woman's World.
 15. Hardware.
 16. Hardware Price Current.
 17. Village Improvement.
 18. Fruits and Produce.
 19. The New York Market.
 20. Epidemic of Madness.
 21. The Meat Market.
 22. Commercial Travelers.
 23. Drugs and Chemicals.
 24. Drug Price Current.
 25. Grocery Price Current.
 26. Grocery Price Current.
 27. The Buffalo Market.
 28. Men of Mark.
 29. Crockery and Glassware Quotations.
 30. Butter Substitutes.
 31. The Grocery Market.

THE REASON WHY.

Some months ago there was considerable stir among American manufacturers because the French Minister of Public Works had purchased a number of Baldwin locomotives for the use of the state railways of France. The commotion was not limited to this country. The French officials were greatly agitated and, calling the Minister sharply to account, wanted a reason why, to the detriment and discredit of French builders, he had found it necessary to place his order in the United States. Thus attacked he answered that it was not a matter of choice but of compulsion. He had applied to all the metal working establishments in France and had been informed that they had orders for several years to come and his orders, should they be taken, could not be filled for several years. The machines were needed as soon as possible and he was obliged to make application outside the country. The American builder was appealed to, who promptly responded, and the orders were filled without delay. It was not a matter of detriment and discredit to French builders, but one of compulsion. The engines were needed immediately or the public interests must suffer and his action was governed accordingly.

That seems to this country a strange condition of things. With such orders coming in, the limited establishment would have been at once enlarged, more workmen would have been employed and the orders filled in due time. That, however, is what the French manufacturer can not do. While France is full of unskilled labor, with wages ranging from 40 to 60 cents a day, the skilled machinists and constructive metal workers are not plentiful enough to meet the demand and, the supply exhausted, the result is inevitable—the orders must be filled elsewhere.

Here another American feature presents itself. With wages amounting to only 40 and 60 cents a day, why do not the common laborers leave the farm and

enter the shop? With such a condition of things here the doors of the manufactory would be besieged with a crowd of farmboys, eager for a chance to learn the trade and get the better pay. There—is it the result of caste?—the same 40 cent existence goes on, generation after generation, without a hope and, apparently, without a thought of anything better. So European manufacturing is impeded and so the boys of the Republic, with no peasantry, taking their fate in their own hands, leave oxen-driving to those made for it, while they forge ahead for, to them, the better and the more useful life and the more profitable one.

Another element not to be lost sight of is the military service exacted by the government. This requires from one to three years from every able-bodied man between 21 years of age and 28 and this, going on now for a generation, has greatly reduced the number of workmen in the higher grades of skilled workmanship.

It is a condition of things the American manufacturer has no reason to find fault with. It has the promise of permanency about it, which the American order-filler will not lose sight of. If the peasant cares only to drive oxen and if the government prefers soldiers to mechanics this country can not complain. If the present conditions continue America will more than ever be looked upon as the world's workshop and for the best of reasons the orders from the grand encampments of Europe will continue to come pouring in.

In this prosperity which is sure to increase the proprietor of the workshop should heed one suggestion: Let the work be the best. Let it fill the order exactly. Let the buyer have promptly what he wants. Then, should the Minister of Public Works be called again to account for the foreign order the can give a still more satisfactory reason for his action.

The Old World will have to admit that it was an American general who started the ball to rolling toward Peking. Not until Chaffee reached Tien Tsin did any of the internationals think it advisable or possible to undertake the relief of the legations without an army of from 50,000 to 100,000 men. You can always get action from an American soldier, no matter what the odds may be.

More than 100,000,000 Chinese, it is said, are engaged, either directly or indirectly, in the tea industry. The tempt in the Chinese teapot at present will unsettle in business some of these tea workers.

Women with young and shapely necks are beginning to throw off the stiff and ugly high collars that a tanned and wrinkled fashion has garroted them with.

The man who needs a pointer for every business move he makes will soon go to the dogs.

A seedy-looking person is not content to dine on watermelons.

GENERAL TRADE REVIEW.

Usually a condition of dulness in the New York stock markets is accompanied by a decline in prices, but there is a degree of strength underlying the general situation which is causing an advance in most price changes, while the dulness has not been exceeded for years. The intense heat, the midsummer holiday season, attention to political matters and foreign distractions are enough to divert the attention from public speculation, and the professionals find it as profitable to go fishing as to operate when there is no market.

The matter of greatest interest in the financial world is the heavy shipment of gold to Europe. That so great and sudden a movement should be attended with perceptible effect on the money market would be unaccountable were it not that the extraordinary nature of the British demand is recognized and that we are called upon simply because gold is the cheapest with us. Instead of sending gold to Europe to pay debts and thus disturb credit, as was the custom a few years ago, we are now simply lending it to increase the heavy bills already owing to us, and the certainty of a future reckoning is a sufficient assurance to prevent any undue disturbance. Of course, if the Old World demand persists long enough there will be an effect in the strengthening of rates here, but not to an extent to adversely affect business. The shipments already engaged for this week amount to \$5,500,000. This makes the amount of the present movement \$14,050,000, while the total outgo for the year is \$34,050,000.

There is no radical change in the industrial situation except that buying is becoming active in iron and steel circles, showing that reasonable prices were all that was wanted. Prices have stopped declining in manufactured products, and structural forms especially are in greater demand than for months, showing that building operations were only waiting for a settled basis. Export demand is also showing a remarkable increase and promises to give producers all they can do, though, of course, profits are not what they would have been could the business have been obtained on the inflated basis.

Quotations of textile goods have not fallen further and there is moderate activity in most grades except the coarse brown cottons made especially for China. Wool is in better demand and sales have begun to increase, although there is much to make up at Boston, where transactions for the year thus far were less than half those of 1899 to date. Boot and shoe makers at the East are not busy. This branch of manufacturing seems the slowest to recover, in spite of much activity at the West. Efforts to make contracts for leather to be delivered in November and December show that the manufacturers in session at Boston expect activity at the shops in a few months.

A coat that you owe for is a bad habit to get into.

LOST HIS CHANCE.

A Clerk Who Was Not Equal to the Occasion.

A chance remark of mine last week brought out a rather interesting story.

I had entered the store of a grocer whom I know very well—a man who keeps several clerks and is well fixed. The first thing I said when I saw him, by way of talk, was:

"I didn't know whether you'd be gone on your vacation or not."

"Vacation!" he repeated, with a very positive emphasis, "there'll be no vacation this year for me!"

"Why not?" I asked. "You took one last year."

"I know I did," was the response, "and that's why I'm not going to take any this year."

"What was the trouble?" I asked; "things go wrong?"

Just then a clerk came into the office to ask a question. He was a mild-mannered fellow, thin and with a stoop. He had prematurely gray hair. After he had gone the grocer said:

"I should say they did go wrong. Did you see that fellow who was in here just now—that clerk?"

I said I had.

"Well, his name is Jim Bowen," he said. "He's been with me for about twenty-five years—came in the store as errand boy, and now he's head clerk. Between ourselves, I did think of giving him a little interest in the business. I sha'n't now, however.

"Before last year I hadn't been away from home for a good many years," the grocer went on. "In July of last year I made up my mind I'd have a vacation. So I spoke of it to my wife, and she was tickled with the idea, so I de-

ecided to stay away two weeks. How to leave the store bothered me a little, but I figured out that Jim ought to be able to take charge. He had been with me long enough and was a good faithful fellow. As I say, I hadn't been away for a long time, and so I hadn't had any chance to test his executive ability.

"Well, I went my two weeks and had a great time. I gave orders that no letters should be sent, and I simply forgot all about business and went in for having a good time. But when I came back there was the mischief to pay!"

He paused. I smiled invitingly and waited.

"Jim is a good faithful clerk," he resumed. "He'll work all night if you want him to, with never a word of complaint. But when I got home I found that he had been simply an easy mark for every salesman who came in the place. They jollied him along and persuaded him that he wanted a lot of this and that and he simply had not backbone enough to say no. Why, in July he laid in a great big stock of prunes—

been processed, too! And he did a lot of other fool things just as bad. The boys passed the word around among themselves that there was a good thing at Smith's and they all went out of their way to stop in and push it along. I can't begin to tell you of all the stuff he bought. One thing was a great swad of toilet soap. I had no call for it and wouldn't have looked at it if I'd been home, but the salesman was slick and fairly talked Jim out of his boots. Consequence was that when I came home there was a great pile of that durned soap! And the bills! Jim hadn't, of course, paid for anything, and there was a file full of 'em. They staggered me at first.

"I called the fellow down in great shape! Not since he came in this store twenty-five years ago did he get such a talking to. The poor fellow cried like a baby—said the salesman had bothered him and he couldn't help it. A good deal of the stuff I sent back—went to the city and saw the people. When I had told them what I thought of salesmen who would take advantage of a fellow like Jim, they agreed to take the stuff off my hands.

"He got me in a hole with two or three dead-beat customers, too," he went on. "I have a plan of serving notice on a credit customer who gets behind too much that I shall be unable to send him any more goods until a payment is made on account. Just before I left I had served that notice on two customers. One was a woman. She owed me \$33 and the other—a man—owed me \$41. Incidentally, Jim knew very well that both these people were back in their accounts and had gotten notices.

"The very day I left, the woman, who knew that I had gone, came to the store and ordered a lot of goods. It seems that Jim was busy when she came and she waited for him. When he was ready she told him that she always did like to have him wait on her, because he did do it so nicely! And so on and so on. Jim is a bachelor and gets rattled at those things. She jollied him along all the time he was putting up the order, and when she said, 'Send it right away, please,' and sailed out, Jim couldn't any more have called her down than he could have slapped his mother in the face. She came in several times after that while I was away and bought ahead each time. Jim weakly gave in right along, and when I came home

her bill was half as big again as when I left.

"The man who had gotten the other notice got in on Jim, too, although not so much as the woman."

"Ever collect from either?" I asked. "Not a cent!" he said; "all Jim's fault, too.

"Well, when I tackled him about this he hadn't any excuse either, except that 'he didn't like to tell the lady.'

"So that's the reason," he finished, "why I am not going to take a vacation this year. But expensive as the experience was, it saved me a bigger mistake, for, as I told you, I intended taking Jim in with me. After that, although I still kept him along as clerk, I wouldn't have given him an interest under any circumstances."—Stroller in Grocery World.

Potatoes Grown by Electricity.

The Field and Farm, of Denver, Col., tells of experiments in growing potatoes by electricity recently undertaken by the Irish Agricultural Board of Athea Limerick. Those in charge of the experiments studded a potato patch with lightning conductors connected by wires running through the patch. The result was an increase of 80 per cent. in the yield of the section so treated. Horace Plunkett, M. P., Vice-President of the Agricultural Board and a gentleman well known in Wyoming and Colorado, says: "This most remarkable phenomenon may be the forerunner of a revolution in agriculture. The evidence furnished and the genuineness of this experiment are incontrovertible."

Morton county, Kansas, claims to be the healthiest county in the United States. It has a population of 400, but for a year past has been without a physician. In that time, it is declared there has not been a case of sickness so serious as to call for a doctor's assistance.

If You Are Thinking of Starting in Business



for yourself, start right; don't follow the tactics of your old employer. No wonder he couldn't pay you a decent salary; no wonder he was always sour; he wasn't making a dollar and he suspected you of robbing him. Put the Money Weight System in your new store; show your old employer that it was his old-fashioned scales and not yourself that robbed him.

Our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO.

MANUFACTURERS,

DAYTON, OHIO

Nerve Exhibited by a Dynamite Drummer in a Wreck.

"The worst case of fright and about the best case of nerve I ever came across," said the drummer, "was a chap who was traveling through the Middle West for a firm last spring. I met him on the train and found he played a good game of whist, so with two other men we made up a little game. He was my partner and was a very silent fellow. He didn't even mention what his line was, which is unusual. With him he had a satchel of very superior make, and the way he kept his eye on that all the time, sneaking little nervous peeks at it every two minutes, led me to suspect that he was a jewelry man, and had a big lot of valuable stones in the grip, although I couldn't imagine why a man should take such chances carrying such things in a satchel. Well, the smash came—it was my latest one, by the way—just as my partner was on his way back to the game from having gone to get some water. In all the excitement I distinctly noted the yell he let out. It was the finest piece of vocal work of that kind that I had ever heard. As the car sort of crumbled up he made a dive toward us, and I figured that he was thinking of his satchel. My luck was with me and I found a way out, with nothing worse than a scalp wound and a collection of bumps. Pretty soon he came crawling out after me. He wasn't hurt, so far as I could see, but he was whiter than a sheet. I gave him a swig of whisky from my flask and told him to brace up. He took an awful hooker, and then began to twist his fingers and kind of moan:

"My satchel! My satchel! My satchel!"

"Well, what's the matter with your satchel?" I said.

"It's in there," he said, and I thought by his tone he was going to cry. 'It's in there where I can't get at it.'

"Say, you make me tired," I said. 'You ought to be mighty thankful to be out yourself without worrying about any satchel.'

"I'll have to go in after it, said he, looking around kind of wild and prancing like a horse with sore feet.

"Not on your life," said I. 'Everything's loose in there, and the whole thing may collapse at any minute, and then where'd you be? Besides, the car's afire down at the other end.'

"My God!" he said. 'Afire? That settles it. I've got to get that satchel, then, if I die for it,' and he actually tore his hair. I'd never seen it done before except on the stage, but he did it.

"Oh, take a brace," I said, getting disgusted with the man. 'I guess the fire won't do much damage. If it's diamonds—'

"Diamonds!" he said. 'Man, it's dynamite! Enough of it to blow us all into the sky!'

"Dynamite!" I yelled. 'What are you, an Anarchist?'

"No; I'm a dynamite agent," he said. 'Don't keep me here talking. I've got to go in. I've got to do it. There's no other way. There may be people in the wreckage, and if that stuff goes off—'

"Never mind explaining it," I said. 'Go in, and the Lord help you!'

"That's the sort of thing that takes nerve. I don't believe I could have done it. He flopped down and crawled in there and I watched and waited for a week or so, as it seemed, and pretty soon he came out looking like a dead

man and bringing that satchel between his teeth like a dog, because he needed both hands to crawl with. Well, we escorted that satchel across two lots and buried it in a furrow and put a stone over it before we went back to work at the train. It happened that the fire was put out before it reached the place where the satchel had been. Why on earth the stuff didn't explode and blow us all to flinders when the crash came is more than I know or the agent either. He said dynamite was always doing things and failing to do things in the most inexplicable way, and that was what made the life of a dynamite agent one long round of excitement. He never dared tell what it was he had in the satchel, he said, because the railroads wouldn't carry him if they knew. He went back and dug up his traveling infernal machine, and walked with it to the nearest town, and that's the last I saw of him, or want to see, although he certainly did have good nerve. Ever since then when I've seen a man with a satchel that he seemed to think a heap of I've quietly moved into the next car."

Clothespin Talk By a Chicago Grocer.
From the Chicago Tribune.

"The longer you live," as a philosophic German once remarked, "the more you find, by chimney out!" For instance, there's the common, everyday clothespin, on which no man has ever been able to improve, any more than he has improved upon the wheelbarrow or the old-fashioned wooden rolling pin. Who would imagine that there was anything about the clothespin that was worth finding out? The writer was passing a little grocery where a box of clothespins was among the things displayed outside.

"How much for clothespins to-day?" he asked of the grocer.

"Four cents," was the reply.

"Four cents apiece?"

"Great hickory, no! Four cents a dozen!"

"Ah-h-h! Are you a good judge of clothespins?"

"I should say so! I've made more than a million of 'em!" replied the storekeeper. "I've followed the clothespin, sir, in all the processes of its evolution, from the growing tree to the polishing box. Say!" exclaimed the dealer, "to look at that pin you'd scarcely believe that the manufacturer could make and sell twelve of them for a cent, and have a profit of more than 50 per cent. at that, would you?"

"But he can do it. He can whittle out clothespins at the rate of eighty a minute. How? Easy enough. All he's got to do is to take his maple or birch log and go to work. Say his log is ten feet long and a foot through. He won't have to pay more than \$2 for it. If he pays any more than that he don't know his business. That log will whittle up into 12,000 clothespins. It will take the man two hours and a half to chew that log up into clothespins, which is at the rate of 4,800 an hour. But when they are all cut out they are worth \$96.40 to the maker. He will work ten hours a day if he is smart, and will get away with four of these logs. It's easy figuring to find out that he will then have on hand 48,000 clothespins, worth \$385.60, if they're worth a cent.

The lumber for those pins has cost only \$8, providing the man wasn't stuck in buying it. Now, if that was all the expense, a man with a clothespin factory would be a blamed sight better off than if he owned a coal mine. But those logs have to run the gauntlet of a good deal of machinery before they are full-fledged clothespins. A saw separates the log into lengths of sixteen inches, another one saws these blocks into boards three-quarters of an inch thick, a third saw reduces the boards to strips three-quarters of an inch square. These little strips are pushed to a big wheel, which hurries them to a gang of other saws, where they are chopped into

clothespin lengths quicker than a sausage machine can chop up a pound of meat. These lengths are carried by a swift-moving belt to a machine that grabs them and sets them in a lathe. The lathe gives them their shape in the twinkling of an eye and throws them to the man who feeds them to still another saw, which moves backward and forward as if it were madder than a snake. This saw chews out the wood that the washerwoman is to shove down over the clothes on the line one of these days, and the clothespin is ready, all except kiln drying and polishing. Kiln drying knocks the soap out of the wood and the polishing is done by letting the clothespins rub against themselves in a revolving iron cylinder.

"All these processes cost money, and when the manufacturer comes to put up his goods for sale he finds that his profit on the 48,000 pins, or a day's hard work, is only about \$103. I pay the manufacturer one cent a dozen, or about 84 cents a thousand, and, really, I am compelled in these tight times to sell them for 4 cents a dozen, or \$3.36 a thousand, which wouldn't be so bad if I sold a thousand every hour or so. But with care a thousand clothespins will stay by me for a month or two, and I even have had them with me a whole year. Chinese cheap labor is pelting the life out of the clothespin trade, for Ling Sing and Wun Lung don't use clothespins in their laundries, and they're washing about all the clothes that are washed, it seems to me, nowadays."

Pat's Definition.

"Pat, what is it the doctors are saying about the fever being all on account of them germs? What's germs, anyhow?"

"Well, Dinnis, ye see it's this way. They're jist bugs, wiggle-tails like. They're got lots o' different kinds o' names. In Germany they call them germs; the French call them Paris-ites, and in Ireland we call them Mike robes, but they're jist wigglin' bugs."

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

The Oldest and Largest Manufacturers of



Trade-Mark.

PURE, HIGH GRADE

Cocoas and Chocolates

ON THIS CONTINENT.

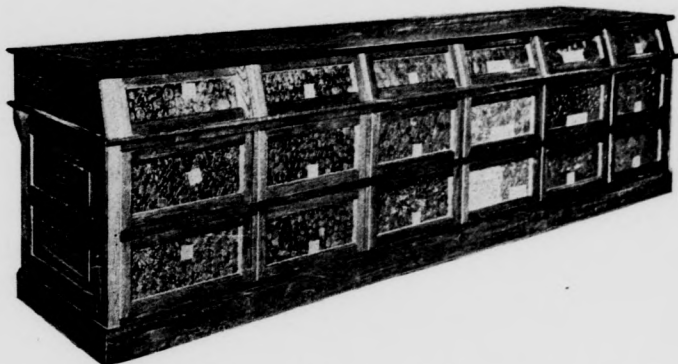
Their preparations are put up in conformity to the Pure-Food Laws of all the States.

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

The above trade-mark on every package.

Walter Baker & Co. Ltd.

Established 1780. DORCHESTER, MASS.



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

ESTABLISHED 1868

H. M. REYNOLDS & SON

Galvanized Iron Cornice and Skylights, Tanners and Sheet Metal Workers

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

GRAND RAPIDS, MICH.

OLD RELIABLE B.L. CIGAR ALWAYS BEST.

Around the State

Movements of Merchants.

Jackson—The Jackson Starch Co. has added \$5,000 to its capital.

Caro—Frank C. Mallory succeeds Jos. R. Mason in the grocery business.

Lansing—Willson & Dunning succeed Willson & Jordan in the harness business.

Clinton—Miss B. Brongersma has purchased Mrs. E. M. Cooley's variety stock.

Howell—Govier & Brown have purchased the grocery stock of Henry J. Sweet.

Bay Port—The Ballard Fish Co. has been organized, with a capital stock of \$5,000.

Wayland—Chas. I. Wilson has engaged in the furniture and undertaking business.

Detroit—Wm. M. Pagel is succeeded by Hiller Bros. in the grocery and meat business.

Ann Arbor—Geo. H. Miller succeeds W. C. Reinhardt in the boot and shoe business.

Owosso—The Owosso Hardware Co. has been organized, with a capital stock of \$10,000.

Brown City—McLaughlin & Co. are succeeded in general trade by McLaughlin & Baby.

Elsie—Dr. J. H. Travis has purchased the A. L. Lawrason drug stock and is invoicing same.

Oxford—The Brooks Drug Co. (not incorporated) succeeds Chas. F. Tunstead in the drug business.

Three Rivers—The Roberts Car & Wheel Co. now employs 115 men and is doing a rushing business.

St. Louis—Aldrich & Manning, of Breckenridge, will move their stock of general merchandise to this city to close it out.

Hopkins Station—Mr. Nicolai has retired from the firm of Tiefenthal & Nicolai and is succeeded by Judson Duryee.

Owosso—Clark & Richards have purchased the stock of implements, wagons and carriages owned by Convis & Carmody.

Saginaw—A warehouse will be erected by Phipps, Penoyer & Co. on the two lots purchased from the A. W. Wright Lumber Co.

St. Joseph—Dahlke & Kozloski succeed Reynolds & Dahlke in the drug business, L. E. Reynolds having retired from the firm.

Charlotte—J. H. Gibbons has sold his feed store on South Main street to Geo. Gibbons and Harry Fuller. They took possession last week.

Caledonia—John F. Lau, of this village, and Z. G. Wenger, of Dutton, have bought the hardware and implement business of J. E. Kennedy.

Pentwater—The Sands & Maxwell Lumber Co. is re-modeling the big store and will place a line of furniture in the room now occupied by the grocery stock.

Alma—Dean & DeYoung have dissolved partnership, Mr. Dean purchasing the interest of his partner and will continue the furniture business at the same location.

Kalamazoo—A. J. Patterson, the manager of the Beecher & Kymer bookstore, has become a member of the firm, which will continue under the same name as hitherto held.

Kalamazoo—The firm of Morris Kent & Co., wholesale hay, grain, seed and produce merchants, has been dissolved, Mr. Kent having bought the interest of the retiring partner, Geo W. Perrin.

Adrian—M. E. Chittenden, for many years a wholesale oil and tobacco dealer at this place, died last Saturday at the home of his daughter in Detroit. He had been an invalid for several years. He was 59 years of age and moved to Detroit about a year ago.

Bear Lake—N. E. Hull expects to be doing business in his new store next week. It is a fine building, three feet wider and six feet longer than the old store, covered with steel brick, neatly finished throughout, and having living rooms in the basement and the first and second stories.

Munith—W. Stowell is erecting a brick building, which has been leased for a term of years by L. M. Russell, who will occupy it with a general stock as a branch of his Leslie establishment. The new store will be in charge of C. W. Snyder, who has had charge of the dress goods department in the Leslie store for many years.

Mason—H. L. Brown has sold his interest in the shoe firm of Brown Bros. to Carl J. Loomis, who takes immediate possession. Mr. Brown came to Mason fourteen years ago and located in the business, from which he now retires, with his brother, F. J. Brown. He will for a time look after his personal affairs and engage in outdoor pursuits in hopes of enjoying better health. The new firm name will be known as Brown & Loomis.

Adrian—Chas. Young has sold his grocery stock to John Michaels, who will continue the business at the same location. Mr. Young was the oldest grocer in the city, both in years and in point of service, having been in business for upwards of forty years, twenty-five of which were spent in the block at the corner of Main street and Maiden lane.

Manufacturing Matters.

Union City—Moore & Black have purchased the flour mill of Henry Burnstine.

Three Rivers—The Three Rivers Cement Co. has been organized, with a capital stock of \$20,000.

Manton—The report that Morris Kent & Co. had sold their elevator here was incorrect. They leased it to Jones & DeVries.

Shepardsville—A company has been organized here to establish a cheese factory. Capital, \$1,000. Robt. Hazle is President and Frank Smith is Secretary.

Adrian—The business of the Bond Fence Post Co. has increased to such an extent that it has been compelled to put on a night force in order to fill orders.

Saginaw—The Ayres Gasoline Engine & Automobile Co. has been secured for the city and a site has been purchased at the foot of North Hamilton street. The work of erecting buildings will begin at once.

Detroit—The Buhl Railway Supply Co. has filed articles of association with the county clerk. It is capitalized at \$10,000, of which 25 per cent. is paid in, and the subscribers are: Theodore D. Buhl, Alexander McPherson, Harry W. Frost and Frederick T. DeLong.

Cadillac—C. M. Oviatt & Co. resumed the manufacture of baskets again last Saturday, just eighteen days after the destruction of their mill by fire. They began operations with a force of thirty employes and are now turning out baskets at the rate of 6,000 per day.

Traverse City—Emmet Hagadorn, formerly engaged in manufacturing lumber at Fife Lake, has removed to this city permanently and will engage in business here shortly. He has purchased

three lots on Bay street running to the bay, west of the starch factory, where he will establish an extensive lumber yard.

Bay City—The Eddy Bros.' sawmill, a landmark in Bay City, is being dismantled. Eddy Bros. & Co. have owned large tracts of pine timber in Canada for many years and have kept their mill in Bay City partly supplied with logs towed across the lake. The embargo placed on logs by the Canadian government, prohibiting them being towed to the United States, has effectually closed the doors of this once busy hive of industry, and its owners, like S. O. Fisher, John McEwen, Edmund Hall, Wm. Peter and others, have been forced to engage in the manufacture of lumber in Canadian territory in order to utilize their timber holdings. The mill will be set up at Blind River. It is expected many of the company's present employes will locate at Blind River.

Boys Behind the Counter.

Lansing—J. Forest Grube, of Coldwater, has taken a position in the dress goods department of the Simons Dry Goods Co.

Fremont—Wynan Vandenberg has taken a position in the grocery store of A. K. Wagar.

Annual Convention of the Michigan State Pharmaceutical Association.

The eighteenth annual convention of the Michigan State Pharmaceutical Association convened at the Military club, Grand Rapids, yesterday afternoon, with President Eberbach in the chair. The first session was devoted to routine business, including the reading of the President's address, the reports of the Secretary, Treasurer, Board of Pharmacy, committees and delegates to other conventions.

In the evening the reports of the Executive, Trade Interests and Legislative committees were presented, followed by a general discussion on the subject of legislation and local organization. It was decided to circulate a paper among the druggists of the State, soliciting subscriptions to a fund to turn over to the N. A. R. D., conditional on that organization sending organizers into the State to assist in the work of effecting local and county associations.

With the view of creating a larger fund with which to carry on the work of the State Association, it was decided to increase the annual dues from \$1 to \$2 per year and to publish the proceedings without any advertisements, which was denounced by the Secretary as savoring too much of blackmail, because every advertiser looked upon the matter as a contribution, forced from him by methods akin to that of the highwayman.

The proposed draft of the amendments of the Pharmacy Act was read and discussed at some length.

The third session is being held this forenoon and the convention will be closed with a trolley ride this afternoon and an informal session at Reed's Lake, and a banquet at the Lakeside Club, tendered the Association by the Hazeltine & Perkins Drug Co.

It takes a great talker a long time to tell what he does not know on a subject of importance. He talks to hear himself talk.

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

Frederick Stearns has engaged to travel for Vilas Bros., of Chicago.

A HOME QUESTION.

The New York Commercial, with the terseness for which it is somewhat noted, asks in a recent number of that periodical, "Why not raise our own coffee?" The answer is trite from very commonness and as true: Because we have not got around to it. When the United States went into business it was not aware either of its possibilities or of what it was undertaking. It confined itself to what was in sight and even with eyeglasses did not see anything beyond that narrow strip of land a few miles wide stretching westward from Maine to Georgia. The people had been fighting until almost the last drop of blood was gone and for the rest of that century they devoted themselves to the manufacture of corpuscles, red and white. That done, they began to think of doing something. There was wood to cut and there were fields to till. With rocks for an apparent legacy and with Puritanic submission and a "Be it so," they took up the burden of life and determined to make a success of it. That is an old story not worth the repeating, but the widening of that strip along the Atlantic from time to time, with the increasing business attendant upon it, has been the reason of putting off to an indefinite period this and other questions of similar character and importance. So far as Puerto Rico is concerned only a recent date has made its consideration as an American coffee producer possible. It is only adding to the increasing list of a number of interests to be taken care of one of these days, or, as a gentleman who has been considering the same question said the other day, with a strong American twang, "I shouldn't wonder if we got 'round to it one o' these days. There's money in it, no mistake about that."

It may or may not be a question whether Puerto Rican coffee is now "the correct brand," but that is a matter which will take care of itself. In certain localities the coffee has already found favorites and these will increase in number. "The introduction of better kinds of coffee plants, and perhaps greater attention to cultivation," needs which the interested American planter will be sure to furnish, "would make it all right." Without any doubt the coffee lands of the island will not be neglected. With an increase in the variety of climate, in connection with the push which marks everything American, the island of Puerto Rico and the other islands which have lately come under the influence of the United States are just beginning to get ready for the widening sphere of financial importance now for the first time opening before them. That the opening is auspicious there is an abundance of facts to show. Commercial returns are already relating a golden story, when as yet the hand of the new management has hardly grasped the plow handle or the hoe. So far the clouds have been scattering, pending difficulties have been removed and the hope which comes from a promising change has exerted its influence over the island. With only these at work the results are astonishing. With a clear sky and settled weather all hands will settle down to business, and when that takes place the Commercial's question will be answered, as all such questions should be answered, with the actual returns from the plantation itself, and with figures as pleasing as they will be convincing we shall learn that each year's production of the Puerto Rican coffee plantation is a record-breaker and that its quantity is no less astounding than the increasing favor which "the correct brand" is winning for itself in all the markets of the world.

Grand Rapids Gossip

B. A. Robison succeeds Robison & Blume, dealers in men's furnishing goods.

Quackenbush Bros. have engaged in the manufacture of brooms at 934 South Division street.

Rudolph P. Burdick succeeds E. C. Jenkins & Co. in the grocery business at 22 West Bridge street.

The Grand Rapids Wooden Shoe Co. has sold out to the Valley City Wooden Shoe Co., 226 Clyde Park avenue.

F. N. Rogers, of Sault Ste. Marie, will engage in the drug business at Cape Nome, Alaska. The Hazeltine & Perkins Drug Co. have an order for the stock.

The Goodrich Transportation Co. is apparently laying up trouble for itself in its attempt to crush the competition of the Barry line between Chicago and Muskegon. While its former rates on freight varied from 7 to 25 cents per 100, it is now carrying all classes of freight except bar iron at 1 cent per 100, but this rate is confined to Chicago and Muskegon shippers, Grand Rapids and other points being compelled to pay the rates prevailing prior to the cut. As a result Muskegon dealers are able to get in goods from Chicago at a fraction of the cost to Grand Rapids dealers; in fact, Muskegon jobbers can sell some classes of goods at the same prices they cost Grand Rapids dealers and make a fair margin of profit. Vigorous remonstrances have been lodged with the Goodrich Transportation Co., but without result, and dozens of heavy shippers who have favored the Goodrich line for years assert that they will never permit another dollar's worth of freight to go or come by the Goodrich line. The discrimination is so manifestly unfair and the attitude of the Goodrich management is so arbitrary and unreasonable that local shippers appear to be justified in adopting stringent methods to teach the Goodrich line a lesson it will probably never forget. The Tradesman is not at liberty to state what steps are being taken to divert traffic from the Goodrich line, but they are sufficiently effective to result in the loss of a large part of the business which has heretofore practically belonged to the Goodrich line.

In making improvements in the Giant clothing house last year, A. May & Son, by permission of the owners of the double store, occupied by them, moved the stairway to the south side of their premises, thus giving them one of the finest show windows in the city. The new stairway was made much more ornamental than the old one, presenting a handsome appearance from the street and enhancing the value of the block and the surrounding property. The owner of the block adjoining has no stairway in her block, but has a permanent right to the use of the other stairway, which was moved without her written consent, and, although her tenants were greatly pleased with the improvement caused by the change in location, she demanded of A. May & Son \$3,000 for her permission to make the change. Mr. May had an estimate made of the cost of moving the stairway back to its old location and added \$250 thereto to compensate him for the annoyance of tearing up again and offered this amount to the owner in question. She

refused, even after her own tenants voluntarily offered her several hundred dollars to leave the stairway as it was. Her attorney expressed regret that they had not asked \$5,000 of May & Son, as he felt certain they would pay that amount rather than restore former conditions. May & Son, however, promptly let the contract to replace the stairway and the work is being rapidly pushed and will soon be completed. When work on the change was commenced the attorney in question offered to grant them permission for \$1,000 and later offered to take less. The contract having been made to restore the old stairway, the offer was refused. Business men generally endorse the decision of May & Son not to be outrageously mulcted, and words of condemnation are heard on every hand, both as to the part taken by the attorney in the case and the questionable motive of the woman owner of the adjacent block, who had not been put to a dollar's expense and whose property was greatly benefited by reason of the improvement.

The Grain Market.

Wheat has not changed any, either in price or position. The Government crop report came out at the appointed time—Aug. 10—and made a change of about 1 per cent. better than July statement for spring wheat, which gives the three spring wheat states an estimate of 78,000,000 bushels, against about 225,000,000 bushels last season. The Cincinnati Price Current still insists on a 135,000,000 bushel crop. The winter wheat yield does not seem to improve any in our own and neighboring states—Ohio and Indiana—while Kansas is also falling behind in yield. Besides, there seems to be a large amount being damaged by wet weather. The visible in wheat showed an increase of 624,000 bushels, which was less than one-half of what was expected. This, with the export purchases, gave the market a strong tone. New wheat is moving very slowly and it looks as though farmers would not sell at present prices.

The flour trade is good, both locally and domestic. Foreign bids are still low, but are gradually coming up. However, export rates took a big upward jump, which puts us out of reach of accepting their advance.

Mill feed is more plentiful, owing to the good pasturage. As many mills are running only half time prices remain fairly well up.

Corn has declined, owing to exceptionally fine weather. The rain was of the utmost benefit to corn. The visible decreased about 1,000,000 bushels. Receipts are small and cash corn is enquired for, but the promising outlook for that cereal holds the price down.

Oats are cheap and will remain so, as the crop exceeded all expectations. Some farmers claim 60 to 70 bushels per acre. We have not measured the acres.

Rye has dropped a few cents again and is now worth 51½¢ in Detroit and about 43¢@45¢ at country points.

Receipts of grain, except wheat, have not been large, being 54 cars of wheat, 3 cars of corn, 7 cars of oats, 2 cars of rye, 1 car of beans, and 1 car of hay.

Millers are paying 72¢ for wheat.
C. G. A. Voigt.

J. J. Dooley, representing H. E. Bucklen & Co., is in Michigan again on his regular tour of the drug trade of the State. Mrs. Dooley is unable to accompany her husband this time, on account of her being detained by illness at her home at Fletcher, Ohio.

The Produce Market.

Apples—Receipts are heavy, but choice varieties are moving freely on the basis of \$2@2.25 per bbl. Cooking stock commands about \$1.50 per bbl.

Bananas—Prices are weak, although the recent declines have not weakened the market as much as was feared. The shipping demand has enlarged somewhat during the warm wave, but declined when it cooled off Sunday. It is true, however, that there is a steady request for bananas that will ship to some distance, and there are numerous small orders for shipment to-day. They will be insufficient to put back the backbone of the market, but they may save further declines.

Beets—40¢ per bu.

Blackberries—\$1 per crate of 16 qts.

Butter—Factory creamery is about the same as a week ago. Local dealers are asking 19¢ for fancy and 18¢ for choice. Dairy grades range from 16¢ for fancy and 15¢ for choice to 13¢ for packing stock. Receipts of creamery are heavy, but the hot spell has curtailed the shipments of dairy grades very materially. Butter men who have stock in coolers are in good spirits over the situation. They estimate the stock in storage throughout the country at 10 to 20 per cent. less than last year and say Boston is the only city in which stock in storage is larger. The usual amount of butter exported is 75,000 tubs. There has gone abroad 40,000 tubs, as against 44,000 at this time last year, leaving only 4,000 tubs, but the season was late on the other side this year. Pasturage had been abundant in all regions tributary; as rains were plenty to keep grass green and growing rapidly, pastures were allowed to be cropped very close. With the temperature from 94 to 100 throughout the country seven days at a stretch pastures will dry up. Such weather breeds vermin and flies to annoy the cows. The flow of milk under such conditions is scant and watery.

Cabbage—\$1 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—15@18¢ per bunch.

Cucumbers—60¢ per bu. for outdoor stock; 75¢ per bu. for hothouse.

Eggs—Receipts are heavy, but the loss off has been increased by the eight days of torrid weather to that extent that handlers are netting their shippers only about 10¢ per doz. Fancy candied stock commands 12¢.

Egg Plant—Has advanced to \$1.25 per doz.

Grapes—Recent advices from the New York grape belt show that there will be a heavy reduction in yield from first estimates, caused by the prevalence of the mysterious black rot, which baffled scientists all last season, and which has attacked the grapes on an area more than 200 miles in length. It is impossible to accurately estimate the injury already wrought and which is likely to result, but some conservative operators have placed it as high as 25 per cent. as compared with last season. The zone of damage extends through Pennsylvania and parts of Ohio.

Green Corn—7¢ per doz. The crop is large and the quality is fine.

Green Peas—Marrowfats, 75@80¢ per bu.

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

Honey—Dealers hold fancy white at 10¢ and amber at 8@9¢.

Lemons—The conditions are much more encouraging than they were a week ago and receivers are anticipating a large and active trade during the week. The extreme heat of last week was a potent influence in causing an exhaustion of the supply of lemons everywhere, but the sudden coolness of Sunday temporarily checked the heavy demand, leaving dealers a chance to stock up. Another hot wave is due to follow within a few days, hence heavy supplies will scarcely be amiss. The qual-

ity of the lemons arriving now appears to be quite satisfactory.

Mint—30¢ per doz. bunches.

Musk Melons—Nutmeg, 50¢ per doz. Osage and Cantaloupe, 75¢ per doz.

Oranges—The request for oranges is limited, by reason of the immense quantities of deciduous fruits now available at low prices. There is always some sale for oranges, but it decreases as the summer season waxes and increases as it wanes.

Peaches—Hale's Early and Early Michigans are in large supply at 75¢@ \$1.25 per bu. Shippers are cleaning up the market every night, so that there is no glut and no stock carried over from day to day.

Pears—Sugar and Clapp's Favorite fetch 75¢@\$1 per bu.

Peppers—Green, 80¢ per bu.

Pineapples—The closing of the season shows no features of consequence. The shipping demand is light.

Plums—Bradshaws and Abundance are in liberal supply at \$1.25@1.50 per bu.

Potatoes—35@40¢ per bu.

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

Squash—60¢ per bu. for summer.

Tomatoes—The crop is large and the quality is fine. The price has declined to 90¢ per bu. and will probably recede to 75¢ before the end of the week.

Turnips—40¢ per bu.

Watermelons—20¢ for mediums and 25¢ for Sweethearts. Missouri will be through shipping this week. Indiana Illinois and Iowa are now supplying the market, and are all sending very good melons.

Wax Beans—Fancy stock fetches 75¢ per bu.

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

Hides, Pelts, Tallow and Wool.

The hide market has been weak and neglected for some time. The demand is limited, while prices are a shade firmer. The tanning trust has withdrawn from the market and is not buying. Outsiders seem to want what few light hides are offered. The packer market shows a firmness, without activity. The decline is checked.

More pelts are offering, with no demand at prices asked. This trade is sluggish, while an improvement is anticipated in the near future.

There are no trade in or shipments of tallow and greases. Soapers are well supplied and are not anxious buyers. The shrinkage in shipping is too great in hot weather to warrant any movement of consequence.

Wools show no improvement in value, and no trading of magnitude, while buyers are looking over stocks and feeling the market. They seem to be ready to take any weak lots at a concession in the price. Some buyers are back in the State, and holders are ready to talk selling, with quite a margin between buyer and seller. Wm. T. Hess.

Marshall D. Elgin, Secretary of the Musselman Grocer Co., is off on a fortnight's trip around the lakes with Minneapolis and St. Paul as objective points. He is accompanied by his wife.

Sumner M. Wells, Secretary and Treasurer of the Clark-Jewell-Wells Co., is spending a week with his family at Highland Park.

It does not follow that a stuttering man is not a good friend because he seems to be unable to speak well of anybody.

OVER THE OCEAN.

Why Europe Does Not Take More American Butter.

The United States is primarily an agricultural country and produces far more than home consumption demands. Large amounts of grain are shipped to Europe, especially wheat, while the Indian corn export trade is materially increasing. In reality, however, it would be far better for our material prosperity, if our exportation of cereals could be decreased and that of live stock and dairy products be increased. All persons familiar with soil fertility and cropping, and their relationship to animal husbandry, will understand the advantage of such a decrease and increase. Our live stock trade abroad has grown to great dimensions, but our exports of butter and cheese have not grown in relative importance. In fact, the exports of the latter are comparatively insignificant. It is, however, extremely desirable that our dairy export trade grow, because it means shipping a minimum fertility from our farms in the shape of butter, and not a serious amount in the cheese, and yet for which we should receive a satisfactory remuneration. This subject has received some considerable attention from the United States Department of Agriculture during the past few years, for which the country is indebted to the Hon. James Wilson, Secretary of Agriculture. Our people, however, have still much to learn of the demands of the European market. England and Scotland are our great buyers, and we should endeavor to supply their demands.

A few days ago, when at Edinburgh, Scotland, it was my pleasure to call upon two of the largest butter and cheese buyers in that market, in whose cellars I saw large quantities of these foods, including extensive shipments from Canada, Denmark, Holland, Russia, Finland, Siberia, Ireland and France. The senior members of these firms, Forrest & Trumbull, and John Lethem & Sons, are men of large business experience and much acuteness in the trade. They cheerfully gave me time and attention, and discussed the trade in a fair and broad-minded spirit. I was greatly interested in the butter shown me. A very large per cent. of it was packed in 12-pound casks, after the Danish style. These simply represent small barrels with wooden hoops. They are shipped wrapped in burlap and look very clean in the store room. Some butter was packed in 60-pound American tubs, and some in rough barrels came from Russia, and there were very neat looking boxes of butter on hand, but these were to be seen in but

a small way. The Danish tub is the style in the British market, and anything put in other packing is not popular with the buyers, unless in the 56-pound boxes from Ireland, with crate somewhat squarish, although smaller at bottom slightly than top.

The butter shown me by the merchants, which they regarded as best, was extra fine Danish, in casks lined with parchment paper. From the American standpoint, this was much lacking in salt and flavor. There was neither aroma nor pronounced flavor, but only a very slight flavor indeed, quite unlike that our American market calls for. A sample of the best butter they had from the States was given me. It was strong to an unpleasant degree, and considerably inferior to a sample of what I was told was Canadian butter and did not have so good a flavor as either Russian or Danish seconds. The firm complained that butter from the States would not keep alongside of butter from other countries, getting off flavor, and they ascribed this to the fact that it was not made with the care other butter was. It also contained too much water, which I distinctly noted when compared with other makes. The Danish butter appeared quite dry, and from the American point considerably overworked. Russian butter is growing constantly in demand, on account of its keeping quality, although its flavor is not of the first. It is largely used in the bakery trade. I regretted being shown some American "devised" butter, which they told me was sold to bakers. It was poor stuff at the very best, and we ought to be ashamed to send the like abroad.

It has been my privilege to eat butter in many places in England, Scotland, Ireland and Wales. In almost every case I have been impressed with four features in it: Lack of salt; very light and often indistinct flavor, being overworked, light in color. The butter is usually sweet and made from sweet cream. In one warehouse I was shown a box containing about two dozen rolls of butter from Holland, that were made without a particle of salt, were perfectly sweet and of a very light straw color, were about seven inches long and 1½ inches wide and weighed one-half pound each. These were of a consignment of 400 boxes to supply a particular trade, and were put up in an old Scotch style of package, excepting that they were wrapped in parchment. Such butter will not keep long, but in England and Scotland it is prized, while in America it would not do at all. A sample of butter from a box from Ireland was very fine in flavor and quality. I

was told that Ireland was rapidly coming to the front in dairying, owing to the dairy education now being given there. Russia is also destined to become a great butter producer, due to co-operative creameries, and her export trade is rapidly growing. Where price is concerned Denmark leads, while top Canadian and Russian at the time of my visit were quoted at essentially the same prices. Top Danish was quoted at \$28 per hundredweight of 112 pounds, Canadian and Russian at \$25, and the finest States slightly under these by about \$1. Neither of these men expressed anything but the friendliest feeling toward the United States butter trade; in fact, all English and Scotchmen feel very fraternal now towards Americans, but they said our butter would not sell as would the others. They complained that it was too salt, too wet, and of too high flavor, and would not keep to sell with best Continental butters.

England alone is an enormous consumer of butter, and that portion of North England about Manchester, Leeds, Sheffield, etc., is the greatest consuming district in Britain. For the last week of June, in rough figures, 2,128,000 pounds of butter were received in this district, for which \$28 per hundredweight was paid, or over \$500,000. Denmark is working hard to secure all this trade possible. Should not the United States do so? It seems to me we should try to get some of this foreign trade. But if we wish it we must try to conform to the market demands over here. We color our butter because consumers in America usually desire it colored. Will it not pay us to prepare our butter for buyers abroad with as much pains as for our home trade? Other countries are doing so, why not we? It is really money in our pockets to do so. There is no reason why we can not ship satisfactory butter abroad if the Canadians can, and they are doing it right along. In the event of preparing and shipping, it will be desirable, to meet with the fullest success, to use 112-pound casks, not to salt over two or three per cent., to churn cream only very slightly acid, and wash the butter thoroughly so as not to have too high a flavor, and color only slightly. Parchment paper lined casks with a light layer of salt on ends of tubs will be in favor. The casks can not be too clean and white, and shipping in burlap sacking wrapped tightly about each cask best accomplishes this result.

There is certainly a contrast in the attractiveness of appearance of the casks in one of these British butter cellars

and in the tubs in a South Water street, Chicago, butter cellar, it being greatly in favor of Britain. Two days ago I was in a big oleomargarine factory in North Holland. The manufacturer was putting up large amounts of oleo in 112-pound casks and imitation Irish boxes, and each of these was wrapped in burlap for shipment. He stated that he found it necessary to do this to meet the exacting demands of the trade. If he found it so important, is it not equally desirable that our buttermakers should strive as hard to please an exacting trade? A dirty, soiled tub never does look as attractive to purchase from as a clean white one. Our dairy shows recognize, in judging butter, the value of appearance of package. It is certain, however, that far too many of our creamerymen do not. They need to be educated.

It will be a fine thing for the dairy interests of America when we of the States can control a large share of the demand for British consumption of fine butter, and a sorry day for us if we do not do so, but instead control the demand for cheap bakers' stuff by shipping over increasing amounts of reworked grocery butter or creamery lades. Frank Carpenter has repeatedly written that the reason why American manufacturers do not secure more of the trade in machinery and supplies in South America is due to the fact that they prefer to send their goods to that country according to their own ideas, instead of those of their buyers, which is contrary to German policy, which is securing the trade. Will not the same principle in a measure apply to our butter trade? Then if we are to export, let us export just as nearly as possible what the buyers want.

C. S. Plumb.
Leeuwarden, Holland.

Proof has just been furnished in Chipewa Falls, Wis., that lightning does sometimes strike more than once in the same place, the dome of the court house there having been subjected to its third visitation.

Try Our Market on **BUTTER**

Choice Dairies, - - - 17-18c
Medium, " - - - 15-16c
Storepacked, - - - 14-15c

DITTMANN & SCHWINGBECK,
204 W. Randolph St., CHICAGO, ILL.

ESTABLISHED THIRTY YEARS

Our Famous Osage Nutmeg Melons

Finest in the world, \$2.00 per barrel of about 45 melons.

THESE ARE THE FINEST THING YOU CAN BUY.

WE HANDLE LEMONS LARGELY.

A. A. GEROE & SON, TOLEDO, OHIO

THREE TELEPHONES AND POSTAL WIRE IN OFFICE

WHOLESALE FRUITS AND PRODUCE

LARGEST ON EARTH.

The Grand Rapids Fruit Market Unsurpassed Anywhere.

There is no place on the face of the earth where there is as much fruit on the market at one time, brought straight by the grower from the orchard, as can be found in the early morning at the Grand Rapids market during the fruit season. At 3 o'clock any morning during the fruit season thousands of bushels of the most luscious fruit can be seen and the rush of teams continues until 4 and 5 o'clock.

To the novice looking upon this display the question comes, "Where and how will all this produce be disposed of?" and the question is not made easier by the fact that a visit to the market a few hours later—9 or 10 o'clock at the latest—will find the place as deserted as a graveyard. The moment the load is disposed of the producer "pulls out" and soon after the first departure the

How about the small market? Experience has already answered the question. The reverse of the above is the fact: You must take there what you can get. There is a possible chance of getting a half carload of select stock where a full one was ordered, and in order to get the benefit of the freight rate the shipper is obliged to fill the car with a grade his trade does not want and dissatisfaction among his customers is the result. The advantage then of the large market is a good many to one.

As I have said, the buyer appears upon the market about 4 a. m., and soon after the teams begin to move towards the cars or to the buyer's headquarters, where the baskets are covered and shipped in small quantities to numberless destinations. Outside buyers either load directly from the wagon into the car or have a place in some of the railroad buildings where they can pack the fruit as desired without extra expense.

after year has brought the same buyers back indicates that former years with us have been a success.

Any information pertaining to buying, baskets, crates, rates, cars, shipping, etc., can be had by calling at the office of the Fruit Growers' Association. P. D. Pearce, Manager.

Salient Features of a Successful Display.

The question of the amount of goods to be used in his window trims should receive a merchant's serious thought. When large quantities of goods are regularly used in trims it has its influence upon the buying end of the business, for in general it makes necessary the purchase of larger quantities of goods than would otherwise be bought. Shelves and counters have to be filled as well as windows, for a merchant can not wisely put in his windows all his stock of a particular line of goods. While the quantity of goods used in a single trim has little influence upon his purchases,

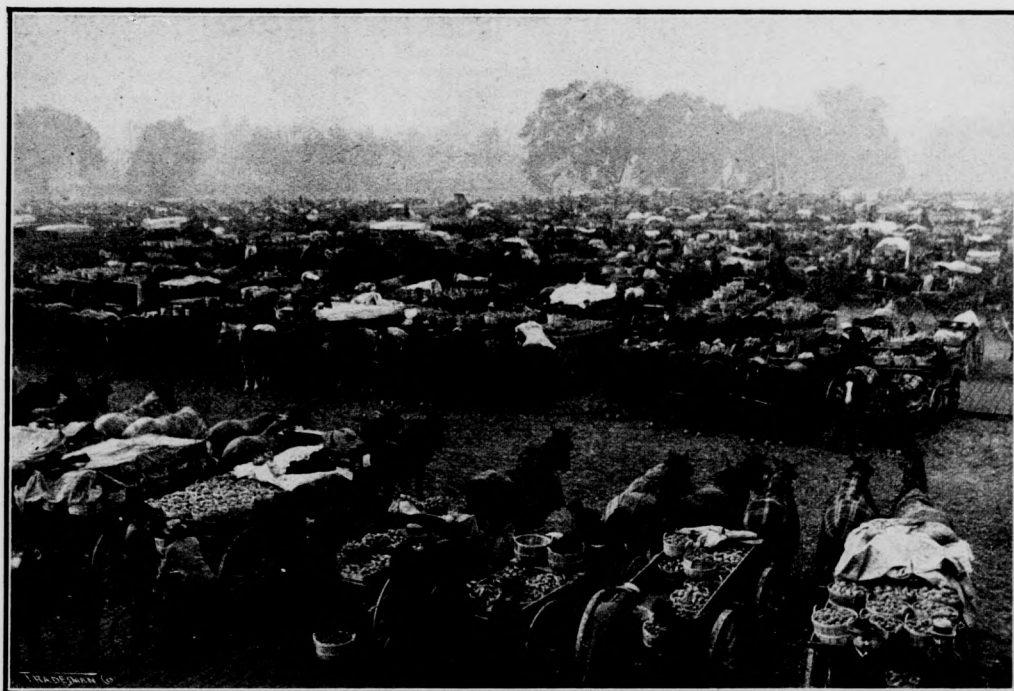
downs in order to attract attention and to sell goods. Customers have gotten into the habit of making their selections out of the windows and will not come inside the store to inspect goods. Or, if the windows of a store are shabby, the fixtures worn out and the paint dirty, large quantities of goods have to be used to hide the unsightliness of the window. Perhaps it is an expensive thing in the long run to make fine fabrics do the work of paint, fixtures and woodwork, but sometimes it is necessary to economize in this way. Often, too, it is necessary to employ large quantities of goods in window trimming because of the deficiency of the trimmer's taste. A large quantity of goods in a window, provided they are of attractive coloring, will often show up well, despite the trimmer's efforts, while a smaller quantity of the same goods would not be able to compete successfully with his badly chosen backgrounds or accessories. A large variety of food badly cooked is preferable to a small variety badly cooked, for the chances are greater that a feast has not been spoiled completely.

A good trimmer will know how to make a small quantity of goods show in a way that to a poor trimmer is impossible. Consequently, when poor trimmers are employed or it is necessary to put up trims without giving time for thought or preparation, larger quantities of goods must be used than would otherwise be needed. If a man can not attract customers by the taste and quality of his trims he must do so by the quantity of the goods he displays. These are some of the points to be considered in connection with the style of window trims. There are good reasons for the use of large quantities of goods in windows. A merchant should know what his reasons are for using large or small quantities of goods in the windows of his own shop. Perhaps, when he comes to think the matter over, he may change his methods. Perhaps it may be clear to him that he can not wisely do so. But he should know why he follows one method or the other, for knowing pays.

If the full influence of a window is to be felt by the merchant's business the work done on, and through it, must be as steady and persistent as in any other department. It is the steady day-after-day work that tells, not the spasmodic effort. There is always work for the window to do. If no goods are to be sold to-day then it can be at work for to-morrow's business. In our large cities many of the stores keep their window shades up seven days a week and as long as the street lamps burn at night. They say that it pays. That careful observation shows that many people like to inspect the window displays at their leisure moments and that this custom brings them trade. Managers claim it is good advertising to keep their windows lighted at night and their shades up on Sundays. From the display in the window people can learn what the store is offering and gather an idea as to the nature and extent of the stock. At these times the passers are usually not as hurried as in the daytime and have more time to look at the goods. If they are what the looker needs or desires, that store has made a bid for business on the next day.

People who hope for the best do not necessarily get the worst.

A display in the window is worth two in the store.



Morning Scene on the Grand Rapids Market.

growers are hurrying home in a dozen directions, where their pickers are preparing another load to be taken to market the next morning.

A few minutes on the market at the proper time will answer the perplexing question. By 4 o'clock in the morning the buyers begin to put in an appearance, each desirous of getting a certain grade and quality and the best value for his money. When their wants are satisfied, the produce is disposed of and so the great question is answered.

A glance almost at the proceedings on the coming of the buyers shows the advantage of a large market and an early one. The man wanting a certain grade is sure to find it, and here especially is it true that "the early bird catches the worm." A party having a trade calling for select No. 1 is sure to find a carload of what he is after among from 15,000 to 20,000 bushels. He with a medium grade order to fill finds what he wants; the handler of cheap trade goes away satisfied and even the huckster is never disappointed. There is an advantage, then, in a large market and he who goes early will find the quantity and the quality exactly what he wants.

Buying is generally over by 7 a. m., and, as soon as the fruit is loaded, the cars are hurried, ice free, towards their destination at almost passenger train time.

Too much can not be said for our railroads and their management. Grand Rapids being a railroad center, competition and good fellowship with the railroads and the members of the Grand Rapids Fruit Growers' Association have resulted in fast fruit trains and, whenever the trade demands it, special trains are put on at once. The location of Grand Rapids as a fruit center is fitly represented by a wheel, Grand Rapids being the hub and each spoke a railroad, showing at a glance the advantages of this city as a buying and distributing point.

The present crop is a big one, the quality is fine and it can be safely said to parties anticipating buying that this city can offer more advantages and better fruit than can be found elsewhere in the United States. The Grand Rapids Fruit Growers' Association has taken every precaution to make Grand Rapids a profitable and convenient place for the outside buyer and the fact that year

the quantity used in the course of a year can not but have an important influence in determining the amount of stock he is compelled to carry. The finest and most salable pieces of a line have to go into the window, and as sunlight and dust cause goods to deteriorate, even in the most carefully kept windows, the quality and quantity of goods that must be sold at sacrifice or carried as undesirable or dead stock is influenced more or less by the styles of window trimming followed in a store.

The question of the quantity of goods used in trimming is, therefore, an important one in the general economy of the store. We know of cases in a large New York store where goods used in the window for a few days have been taken out and sold at half price or sold at a nominal price to get rid of them. This side of the expense of window trimming is one that should not be neglected by a keen business man.

We do not say that a merchant should limit the quantity of goods used in his windows, either because of the reasons stated or for considerations of taste. There are stores where large quantities of goods have to be placed in the win-



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 15, 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. 8, 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 eleventh day of August, 1900.

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

WHY FAVOR THE PEDDLER?

Modern life is trying to stop needless noise. The useless ringing of bells, the screaming of distracting whistles, the growling of street cars, the soul-torturing hand organ, are all put down as unmitigated nuisances—as relics of a barbarous age to be no longer put up with. Even the noisy newsboy is receiving well-deserved attention. The streets are paved with asphalt to prevent the rattle of wheels and horses are shod with rubber to deaden the shock of the footfall; but with all this earnest endeavor to reduce the sounds of the street to a minimum, the cry of the huckster is abroad in the land—as vigorous, as rasping, as profanity-provoking as it always has been, and as full of determination as Tennyson's brook to "go on forever."

The use of it is the first consideration; but the kindest, most careful enquiry finds no use. In the business portion of the town where the huckster's cart is located, there is no need of the vociferous outcry from the cart seat or from the cart tail. Passers by are not blind. Too often the odor is sufficient to attract the attention and just as often, if the beholder could have his way, cart and vendor would be no more seen forever. It is in the home part of the city that this needless grievance is most felt. There, the earliest hours of the morning do not secure the tired sleeper from the omnipresent cry. From S-t-r-a-w-b-e-r-r-i-e-s in spring to A-p-p-l-e-s in November houses and homes are invaded by the dreaded fog-horn voice. The failure to get customers in these otherwise quiet neighborhoods has no discouraging result. In the bright lexicon of the huckster there is no such word as fail, and from morn until dewy eve the worse than useless noise goes on. Instances are common where the man has been requested to desist on account of sickness in the

neighborhood, but without avail. His fruit must be cried, even although the heavens fall.

The rank injustice is the second consideration. It is an implied part of the Declaration of Independence that all tradesmen are created free and equal. For the sake of the argument, in the category of trade, the hucksters go as tradesmen. If the latter are allowed to stand by their stock in trade and shout them, that same inalienable right should be granted the rest. Butcher, baker and grocer should be allowed to stand in front of their stores and harangue the passing crowd on the merits and cheapness of their goods. As a matter of fact, every merchant who has undertaken to pursue such a course has been arrested and fined, because he violated an ordinance which prohibited merchants from soliciting customers on the street.

The question has been often asked, and so far never satisfactorily answered, "why the huckster, of all men, should be singled out for this peculiar privilege." Not on account of poverty, for there are many men poorer than he. The grocer before whose door the cart often stands is more deserving. It is because there is a common ground from which honest poverty shrinks, lest it may come in contact with just this class of tradesman, who thus makes the most of privileges which on that very account he should no longer enjoy and so no longer abuse. Beyond his license, by no means exorbitant, the huckster as a citizen is not especially enterprising. The public as a whole receives but little benefit from him and, without carrying the matter too far, he can be easily put down as the violent disturber of neighborhoods.

It is submitted, then, that like any other nuisance, the shouting huckster ought to be abated, or, at least, that part of him which has proven itself to be too noisy. It is useless; it is unfair, that he should enjoy what other merchants can not; nor is there any reason why one of the most undeserving citizens should have any favor at all. The town crier went out of office years ago and the requirements of modern times insist that this relic of an undesirable past shall be relegated to the same period; and he can not go too soon.

This United States of ours is piling up a heap of trouble for itself. It seems we have been invading Scotland with the American screw. A Glasgow firm has been convinced that the American article understands what is expected of it a little better than the one made nearer home and, what is of no small matter, it can do it at a lower rate—the same quality—than home manufacture calls for.

There is always an attraction in being able to turn what has been waste to practical account. Norway has been trying her hand at it. She has been gathering and burning the seaweed found extensively along her coast and selling the ashes to iodine manufacturers. Thus a new industry is added to that northern kingdom, a benefit to itself and to the world.

The man who kills a king is nowhere near being so terrible, so criminal, so enormous in bad crime, as the man who puts dynamite on street car tracks of St. Louis with the purpose of destroying a carload of human lives.

The hog man who sits cross-legged in a street car makes other people cross.

PROPOSED ABOLITION OF LAW.

The object of the propaganda of anarchism is not to kill tyrants because they are so, but to kill rulers, the heads of governments, because they are the foremost representatives of social order, and it is against such order that the anarchists are making war. It makes no difference to them whether a monarch be a tyrant or a liberator of serfs and slaves, or whether such ruler be man or woman. Since the ruler, whether an absolute monarch, or a king who is restrained by constitutional limitations, or a chief magistrate elected by the people of a republic, is the official representative of some governmental system, he or she is equally obnoxious to the anarchic doctrinaires.

The anarchic doctrines, as set forth by their chief founders and apostles, Pierre Joseph Proudhon and Michael Bakunin, aim at the destruction and abolition of all law and authority. Bakunin, in his *Dieu et L'Etat*, says:

In a word, we object to all legislation, all authority and all influence, whether privileged, patented, official or legal, even when it has proceeded from universal suffrage, convinced that it must always turn to the profit of a dominating and exploiting minority, against the interests of the immense majority enslaved. The liberty of man consists solely in this, that he obey the laws of nature, because he has himself recognized them as such, and not because they have been imposed upon him externally by any foreign will whatsoever, human or divine, collective or individual.

The word "anarchy" means without government, absolute lawlessness and, to bring about such a condition is the first object of those who propagate doctrines under that title. They hold that mankind must first be reduced to a state of nature, freed from all restraint, so that each individual, being a law to himself or herself, may be given opportunity to develop enlightened personal control which will enable human beings to live together, acknowledging no other authority or restraint save that which each puts upon himself.

Without undertaking to argue the hopelessness of the realization of such a wild dream, it is sufficient to point to the conditions which obtain among every savage people who have been compelled in every age either to choose a chief to lead them against their enemies or to submit to the domination of some self-appointed chief who holds control through the fear he excites in his followers. The very rudest races in every age have found it necessary to have some sort of organization, leadership and authority and it is out of that necessity that all governments have grown up.

The object of the anarchists is to destroy all government and all authority and with such an end in view the American system of constitutional representative popular government is just as repugnant to them as would be the most absolute despotism. The anarchists are in a very small minority. They can not hope at any early period to accomplish their designs of abolishing government and authority and all they can do is to emphasize and accentuate their hatred for all authority by killing czars, kings, empresses and presidents when an opportunity occurs. It is the same idea that impels them to throw dynamite bombs into churches where people are worshipping; into theaters where people are amusing themselves; into restaurants where people are dining; into parliament houses where public

questions are being discussed, and into other places where people are peacefully engaged in their proper affairs.

The assassins who from time to time startle the world with their bloody and useless crimes are simply the slavish tools of the little group of anarchist leaders whose connection with such shocking atrocities seldom comes to the surface. They always escape, while their miserable agents only are brought to punishment. The wretched silk weaver from New Jersey who killed the King of Italy probably had no more to do with planning the murder of Humbert than did the man in the moon. He only obeyed an order conveyed to him from an authority of whose personality he was wholly ignorant, and he obeyed the order, knowing that refusal to do so would work the forfeiture of his life.

It is truly remarkable that the anarchist doctrine which means deadly hostility to all law and authority is maintained and enforced only by the most absolute and despotic oligarchy on the earth, its agents and servants being compelled to do its bidding or die as the penalty of disobedience or failure, as well as receive reward for success, all of which shows how impossible it is to conduct human affairs without the aid of an organized authority backed up by force.

THE GOLD PRODUCTION.

In addition to the past fiscal year being the greatest year in our history in the matter of the foreign trade, it has also been the record year in the matter of gold production in this country.

Chief Austin, of the Bureau of Statistics of the Treasury Department, calls attention to the fact that the gold mined in the United States during the year ending Dec. 31, 1899, exceeds that of any year in our history, and for the first time surpasses the record established in 1853, when the mines of California made their highest record of \$65,000,000. The gold production of the United States was, in 1899, according to the estimate of the Director of the Mint, \$72,500,000, while no prior year had shown so high a total as that of 1853, \$65,000,000, although the total for 1898 was \$64,463,000. The annual average gold product of the United States is now double that of a decade earlier, although in this particular growth has been no more rapid than that of other parts of the world, the world's total product in 1899 having been, according to the best estimates, \$315,000,000, against \$123,000,000 a decade earlier.

This enormous production of gold has been accompanied, as was natural, with great commercial developments. While the world has learned to get along with a smaller proportion of actual money to the total business it handles, owing to the improved facilities for exchange and more rapid communication, the volume of business has itself increased enormously so that the larger gold supply has found ready use.

It is easier to teach a parrot to say swear words than to say prayers.

Love at first sight is not the most lasting, by a long sight.

The statesman who says nothing is most apt to be believed.

The man who goes in debt goes in mourning.

The sharper gets his work in on dull people.

TRADE AS A CIVILIZER.

In these stirring days, when the relations of the Powers with China are strained and matters between that country and this are reaching a point where we are beginning to be convinced that the yellow race has no rights which the United States is bound to respect, it may be well enough to change places with China, so far as that is possible, and look at the existing conditions of things from that side of the question.

The contest at hand is to be one of civilization. Four hundred millions whom the rest of the world pronounce half-civilized want nothing to do with that rest, whom they have literally walled out and determined to have nothing to do with. They have seen that wall scaled by the foreigner, whom they openly declare they hate, and have had their territory and their homes invaded, their religion attacked, their temples desecrated, their shrines dishonored and their idols cast down and broken by bands of iconoclasts who, in the name of their God, revile Buddha and the unquestioned blessings which come from his almighty hands. These teachers of a strange religion, at first few in number, have increased. They have come to make proselytes of the Chinese and are zealously carrying out their intentions. Unlike the disciples of Mahommed, who bear in one hand their creed and in the other a sword with a forceful "Choose ye," these followers of the Cross, under the guise of gentleness and good will, are breaking down the traditions of the fathers and are turning the hearts of the children after strange gods. These things are no longer to be endured. The time has come to resist. The accursed Christian shall be driven out at once, even although the kingdom fall.

In this struggle between Christ and Buddha it should occasion no surprise that the Buddhist sees nothing in the Christian religion superior to his own. "Tell me," he demands, "what your prophet has said which Confucius has not said earlier and better. Your two thousand years of Christianity, compared with my four thousand of Buddhism, fact with fact, result with result, can claim no advantage. Spiritually, your European and your American are no better than my Asiatic. Morally, in what do you excel? Do I steal? So do you. Are only Buddhists liars? Was the sword of your boasted civilization tempered and ground for the grain field more than mine? Heathen as I am, do you practice your golden rule more than I; or more than I, love your neighbor as yourself? You sneer at my god as a myth. Can I do less than laugh at yours with His preposterous birth and His equally impossible resurrection from the dead? Point by point, good with good, evil with evil, I meet you squarely and am not worsted by contact or comparison." Argument need waste no words. These, to China, are truths and whoever looks at them from China's standpoint must admit that "there is reason in these sayings."

While it is not the intention of this article to contend that either bibles or bullets are the better agents of modern civilization, it is an open question whether trade, with its countless means of persuasion, may not accomplish the same purpose, with no thought and certainly no attempt at violence. An article of merchandise in itself good does more than accomplish the object for which it was intended. The result of a worthy effort for a certain purpose, fully

attained, is suggestive of good in other directions; and, carried out, as in most instances it is sure to be, it proves and thus makes better the life with which it comes in contact. So the invention accomplishes a double purpose. So the handicraft of art, whatever be the form of expression, besides pleasing with its beauty teaches something of the Author of that beauty. So trade, even with its single idea of gain, can accomplish its mission best when it carries to the barbarian and the savage those productions of civil life which in themselves are civilizers.

A single instance is enough to illustrate the thought: Japan, as a nation, had gone to sleep. The outside world had become as nothing to her. One day an embassy from the United States insisted upon an interview, which was reluctantly granted. There has been no violence; but into Japan has been pouring a stream of trade. The modern plow furrows the Japan fields. The modern machine has planted her crops and tilled them. The spirit of steam has invaded her waters and her territory. The electric current has thrilled the nation with renewed life and so, restored to herself, she has wheeled into the line of civilization and, without a drop of blood shed or the burning of a grain of gunpowder, can be looked upon as an instance of what trade as a civilizer can do, when properly directed.

If now trade has been able to do so much for Japan, could it not have done the same for her mightier neighbor, and would it not have done this if the missionary had not entered the field and made the task impossible by the course which has been pursued? The Chinaman needed the sewing machine more than the bible; the drummer, rather than the missionary; and while both are agents in doing the world's work, there are good reasons, and China furnishes one of them, why the drummer should go first and, like John the Baptist, herald the Master, who will be sure to follow in His own good time. The threatened war with China is the result of reversing the regular order of events; a war all the more to be deplored when it is remembered to be due to a mistake as needless as it, promises to be fierce and deadly.

There is a chance for another American to go to work in Russia. Moscow is having trouble with her water works. They are to be enlarged to the extent of \$7,000,000. Foreign manufacturers are invited to make bids for contracts in supplying machinery and the like and the chances are that an American will get the job. The best work is wanted, and that being the condition, some man from this country will have to do the work.

The hot weather is having a remarkable effect upon the animal kingdom in Maine. The other day an ambitious hen illustrated her idea of expansion by hatching twenty-six chickens out of the thirty eggs in her stolen nest, and now a sheep, an evident enemy to expansion, has brought a lamb into the world with only three legs to stand on; all of which goes to show that there is such a thing as too much practical politics.

Unless the natural bloom is on her cheek, a young girl is no longer a peach.

Money is everything to the ugly and dull, who are nothing without it.

The silk mills brought the anarchists to Paterson, with the worms.

PRIZE FOR AMERICAN SILKS.

One of the exhibitors of the Silk Association of America has lately received the following cablegram:

Received the only grand prize for America, and the only one given on spool, embroidery and knitting silks and machine twist, and three gold medals.

The taking of prizes at the Paris Exposition is nothing new to this country. Indeed, it is getting to be a mere matter of course, and it makes but little difference what the nature of the exhibit is. Even the college boys went over to enter the list in athletic sports and came off conquerors to a remarkable degree. This matter of the silk prize is noteworthy for several reasons. Little effort seems to have been made, and a prize was undreamed of for that reason. What little was sent, however, was good, and there the whole matter begins and ends. Unpretending as the display was, its excellence won for it the recognition of superiority in certain lines of the industry and the prize winners are correspondingly happy.

It must not be forgotten that this wholesale outgo of prizes to America from the Exposition is a matter of unconcern to France or to any other country in Europe. America, in the opinion of many thoughtful minds of that continent, is getting too much in the eyes of the world and staying there. She is too much referred to, and deferred to for that matter, on all times and occasions, and is not prone enough to mistakes to make this condition of things desirable. Once a little success of this kind would have occasioned no comment. A pleasant word to the struggling is only a pleasing duty. It is right that the old should encourage the young, and without doubt the new country away off to the west somewhere on the other side of the Atlantic may be benefited with a bit of European cheer. That once, however, has drifted into the misty past, and out of that mist has come a nation that does not care to be patted patronizingly on the head and rather resents being chucked familiarly under the chin. With a "Quit your nonsense," it wants to know, with a brag in its voice, what the Old Country thinks of this invention and of that manufacture, and without saying it insinuates that the old is passing away very fast indeed and, when all things have become new, what's going to become of "poor old Europe?"

This did very well for a while, as a mother, amused by the incipient pertness of a child, tolerates the novelty. The time has come, however, when the pertness no longer amuses. There is too much method in it. It rests on facts that are disturbing. This silk prize is an illustration. Half a century ago silk, to be worth anything, must be manufactured in France. Attempts in that direction were made in America, but while the spirit was willing the flesh was weak. French deftness was needed to carry out the cunning designs of the French brain. That was where the racial idea came in, and nothing could ever surpass that. That for a long time has been the French delusion. It is just beginning to fade, and this silk decision lately made by the Exposition Committee is having its effect. It is only another proof that the United States is forging ahead in the very lines of endeavor where France has been the strongest. There is every indication that the forging will go on. The signs all tend that way; and when the thing

signified takes the place of the sign, as it undoubtedly will, the question to be answered is not, "What is to become of poor old Europe?" but, "What is to become of poor old France?"

Certain German shoemakers have decided to get some pointers in their business and have sent an expert to the Paris Exposition to get them. It is a good idea. Anybody who knows anything about the German shoes will readily admit the step taken is a good one. There was need enough of it. With the wearing qualities of footwear looked out for, nothing else was worth considering. In the Paris Exposition of '80 the only shoe worth looking at was made in the United States. It is safe to prophesy that this country's shoe exhibit will receive a good deal of attention from the German expert, and it is equally safe to assert that the American shoe manufacturer will not be troubled with German competition for a great many years. The fact is they don't know how!

Complaints are coming from Mendoza, Argentine, that some cheat is making a spurious wine from Cuyo raisins. It is an old trick, which the rise in the price of wines has occasioned. Who the manufacturer is has not yet been ascertained; the only statement the Tradesman cares to make in this connection is that a certain Frenchman found it profitable to make an innocent kind of drink from American dried apples, not long ago, and it is barely possible that he has merely substituted the South American raisin for the North American dried apple. Thus are the productions of the Old World made to cater to the cunning of the New.

The waking up South has come to the wise conclusion that desertion is not the best thing to be done with their wornout territory. They have been testing the use of fertilizers, with the best results. Orange trees that were considered worthless have been taken in hand with such marked success that new faith in the industry has sprung up. Trees that produced nothing last year are under treatment this year doing well. So much so, indeed, that trees that have borne nothing for five or six years are now bearing from half a box to two and three boxes. All of which speaks well for the modern farmer and his up-to-date methods.

Asia Minor is calling for American reapers and threshers. She shall have them. When they arrive she will find that a man to run them will be the next requirement. She shall have that, too. They naturally go together. England's blunder in South Africa did this country a world of good. She wanted the American mule, but decided to get along without the American driver. The result was a defeat. The Old World is thick headed, but she will learn a lesson or two one of these days.

The American Turquoise Co., at a depth of 300 feet, have struck a rich find in Cerrillos, N. M. The gems are pronounced the largest found anywhere, of the greatest purity and with the most beautiful tints. Most of them will easily polish to the size of small hen's eggs. A turquoise ring with a gem the size of a hen's egg might be a joy forever, but it will not strike the average wearer as being a thing of beauty.

It is generally better to stay where you are than to follow a leader blindly.

Clothing

Best Method of Advertising Furnishing Goods.

There is another means of advertisement that furnishing goods dealers do not sufficiently appreciate. A large part of a haberdasher's business is in neckwear. It offers him an unrivaled opportunity to build up a reputation in the community for taste and good judgment in men's wear. Every man likes fine neckwear, and if he sees goods that please his fancy he will indulge freely, not to say extravagantly, in cravats. Obviously, then, as a means of drawing customers to his store and securing their trade on other lines, it is to a haberdasher's interest to cultivate in all possible ways the taste, judgment and knowledge of his patrons and the general public in the various styles of neckwear.

There are hundreds of men who wear made ties who would buy twice as much neckwear and be twice as well pleased if they only knew how to tie a scarf. There are also hundreds of men who know how to tie one or two simple shapes, such as the four-in-hand, who would be glad to wear a wider variety of cravats if they only knew how to tie them. But they are shy of confessing their ignorance, and unless the haberdasher comes forward voluntarily to enlighten them they continue to patronize the made-tie counters and the dry goods shops, or to buy a few cravats the shape and style of which they are indifferent to.

The best way to reach these people is to have a set of plates prepared showing clearly and simply by cuts and printed directions how to tie every fashionable tie in stock. If these plates are printed in a little booklet tastefully gotten up, which can be slipped into each package that leaves the store, or printed on the back of each envelope used to do up a customer's necktie, or used in succession as a part of the newspaper advertisement of the house in the town paper, a dealer will educate the people up to higher standards of taste, with a resultant increase of trade that will be very gratifying. Young men especially appreciate such information, and if it is conveyed to them in a way that does not hurt their pride by obliging them to ask for information, they are very glad to get it. It goes without saying that the haberdasher himself should know how to tie every tie in stock, and he should see that his clerks can do the same. By a little judicious watching he can often show a customer how simple a new style of knot really is, and by increasing the range of his customer's knowledge and taste in ties, materially increase his own sales of different varieties.

And then think what a splendid advertisement it would be to be known as the man who has practically introduced a new style of neckwear dressing into a town. If a man can acquire a local reputation as an authority in neckwear, he has an advantage in the haberdashery trade in his town that is perhaps of more indirect than direct value to him.

In dressing a window with a style of ties unfamiliar to local trade it would be well to introduce large cards showing how they are tied and worn. Some one would be sure to be interested, and increased knowledge of an article by the public means, other things being equal, an increased demand for the article. It

pays to educate the public and a keen-witted man will find ways of doing it without giving offense.

A buyer recently said: "I do not believe in P. M.'s and I do not allow them. I go over my stock daily, and when I find a line that is not selling I put a small blue label on the box. The clerks are told that lines so marked are to be brought prominently to the attention of customers. They are to use their best efforts to sell the goods without misrepresentation. I find that by keeping close watch of goods I am able to keep undesirable stock down to a minimum. If I find that goods do not sell, I ask the clerks the reason why. If necessary I change a line from one salesman to another, and I find that by taking goods in time (watching my stock and my men, in short) I have no trouble in keeping my stock moving. But it requires nothing less than watching stock every day and seeing that the clerks do their best with goods that move slowly. I do not believe in waiting until the middle or end of the season to use these labels. Just as soon as my daily investigation shows me that goods are sticking I begin to set them moving. As a consequence I have little left-over stock."

Use of Superfluous Phrases in Ordering From the Haberdasher.

The American people prides itself on being in all things intensely practical and alert. A review of the mechanical inventions placed to the credit of this country shows that in almost every instance the aim of all the inventors has been to save time and labor and, therefore, money. Our quickness in business methods is the wonder and despair of the rest of the world. Why, then, do we cling with tenacious conservatism to a system of commercial correspondence that is wasteful of time, energy and money? The custom to which reference is made is none other than the use of "Dear Sir" at the beginning of a letter and "Yours very truly" at its conclusion. These phrases are admittedly absolutely meaningless. They are "soft words," and "they butter no parsnips." Why not adopt the following sensible, straightaway, businesslike form:
John Smith & Co.—We wish to order,
T. Brown & Co.

That is what you mean. Why not say it and stop?

When to Stop Advertising.

An English journal requested a number of its largest advertisers to give their opinions concerning the right time to stop advertising, and the following replies were received:

When the population ceases to multiply, and the generations that crowd on after you and never heard of you stop coming on.

When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can get anywhere else.

When you stop making fortunes right in your sight solely through the direct use of the mighty agent.

When you forget the words of the shrewdest and most successful men concerning the main cause of their prosperity.

When younger and fresher houses in your line cease starting up and using the trade journals in telling the people how much better they can do for them than you can.

When you would rather have your own way and fail than take advice and win.

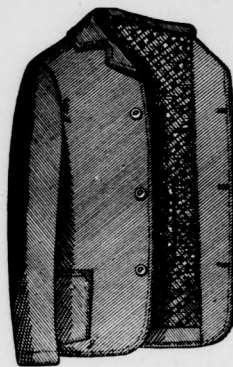
Something in a Name.

"I see that the German count's balloon can be steered in any direction the owner pleases—if the wind isn't too strong."

"What does he call it?"

"I don't know. What do you suggest?"

"Limburger. It gets very high, you know, and always travels with the wind."



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.

"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.

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

Dress Coats of Duck

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

**Michigan Clothing Co.,
Ionia, Mich.**



Dry Goods

The Dry Goods Market.

Staple Cottons—Nearly all the leading lines of wide sheetings, led by Pepprell and Androscoggin makes, have been reduced to lower levels. In one or two cases where the product has been taken care of for some time ahead, no change was made and one or two mills report that they are contracted for up into October. Bleached cottons show very little change of price at present writing over our report of last week. There seems to be a wide demand for these goods, but for limited quantities. There is no disposition to buy for future requirements. The demand is merely to fill present needs. Some lines, however, are already reported as practically cleaned up. Low grades of bleached cottons are firm. Heavy brown cottons are irregular as far as stocks are on hand; otherwise they are firm. Fine browns are dull and easy.

Prints and Gingham—Printed calicoes, in both staple and fancy lines, are in quiet demand, and show no material change from our last report, although there is some slight improvement reported in orders. Fancy calicoes do not show much encouragement for the printers and they are not making up anything for stock. Prices are steady. Fine printed specialties for spring have received a fair amount of orders. Percales have been quiet. Prices for both are a little irregular. Printed and woven napped fabrics in desirable lines are steady. Dress and staple gingham are quiet, and prices are the same as last reported. Woven patterned shirtings are practically through for the season, although some agents continue to take orders.

Knit Goods—The warm weather during the past few weeks has considerably thinned the stocks of the retailers, and, consequently, the jobbers get the full benefit of that in additional spring business. It was thought that the Western, as well as the Eastern, jobbers, had overbought, and there was a general belief that the season would end with considerable stock on hand, but of late they have made up such a lot of business, and the demand seems to keep up so well that they may still land on their feet. All this ought to make the reports that the salesmen send back very encouraging.

Serges—The serge is an excellent fabric—it has stood the test for years and promises to continue to do so for years to come, but the question may be asked, and with reason, if the serge business has not been overdone in certain directions, if the manufacturer, in the aim for cheapness, has not seriously sacrificed the effectiveness of the fabric by over-manipulation and sacrifice of weight. Of course, as long as there is a demand for 7 or 8-ounce serges, manufacturers will make these weights, but such weight goods are only suitable for women's wear and hot weather coats for men. There is not sufficient body to them to give satisfaction made up into suits. The serge has also experienced somewhat of a rub from the fancy flannel.

Carpets—The carpet situation has been slow in developing this season. The advance in price of goods, manufacturers claim, is not in proportion to the increased cost of raw material, and while three-quarters goods have received quite a large share of attention, the best grades of ingrain continue slow at full

price. Some manufacturers of lower grades of ingrain report a fair amount of orders on their books, and there is a very pleasant outlook for business on this line of carpets. The reason for this expected good business from these sections of the country is the crops bid fair to be large, and the prices which will be obtained will place the agriculturist in a very comfortable position financially, and he will purchase more largely than before. For several years the West and South, as well as the working people in the Middle Atlantic and New England States, have been the heaviest buyers of ingrain. It is claimed by the travelers representing the manufacturers direct that the retailers are not overstocked with carpets. During the fall of the year the retailers say that they sell more of the better grades of carpets, such as velvets, axminsters and wiltons, than in the spring. Tapestry and body Brussels sold more freely during the past season.

Smyrna Rugs—In the opinion of the largest jobbers, Smyrna rugs are as low in price as they will ever be, and in comparison with carpets, Smyrna rugs have the advantage in price.

Cotton Velours and Cotton Plushes—Manufacturers report that business has been very quiet on these lines for some weeks past, which is partly due to the between-seasons period, although in comparison with one year previous, they are not so busy. The leading manufacturers of this line of goods are constantly introducing new styles. Some years ago this class of goods was first made with one and two-toned effects. The very latest styles now show eight and ten-toned effects, which produce a very handsome fabric. During the past season the prevailing colors for backgrounds have been greens and reds in the various shades, with blue closely following. Other colors have been in moderate demand.

Decline of the Mail Order Clothing Business.

Consumers are learning that it does not pay to buy clothing from many mail order houses. Offers to sell \$18 suits at \$4.79 no longer find as many eager takers as they did a few years ago. There is something wrong on the face of such an offer. Many clothiers are philanthropists, but they humor their philanthropic tendencies out of working hours. They engage in the clothing business to make money. To meet with honorable success they must give customers 100 cents' worth of material, style and workmanship combined for every dollar received, and they must not rob creditors in order to follow extravagant methods in promoting their business. The advantages in economical production and distribution of goods enjoyed by the regular clothing manufacturer are so numerous and so apparent, and have so often been pointed out, that it seems useless to recount them here. Everybody knows that 100 suits of a kind can be cut and made for less than 100 times the cost of cutting and making one of those same suits. The honorable clothier charges more for a "special" than he does for a "regular," and he is fully justified in so doing. If a mail order house makes a suit to special measurement, as it claims to do, there is no way of evading the fact that it costs more than the clothier's suit of equal quality. And if the mail order house simply fills its "special measurement" orders from stock goods of either its own or others' make, as many un-

questionably do, then fraud has been perpetrated, and the satisfaction or disgust of a possible customer depends on a mere chance. Coming to the carrying charges, which the consumer must pay, directly or indirectly, the rule governing manufacturing applies with equal or even greater force. The aggregate cost of the various forms of advertising necessary to carry on an extensive mail order business is something stupendous, and has been the prime cause for the collapse of more than one of these concerns. Another source of heavy loss to the mail order house—one which is sometimes overlooked, but the deficits from which must be made good by somebody—is the frequent refusal of goods by dissatisfied or irresponsible customers. In cases of this kind the house is usually out double carrying charges and has on hand a quantity of depreciated merchandise, which must be sold at a further loss. Summing up all these matters and taking into consideration the improved style, fit and workmanship to be found in first-class ready made clothing, and also remembering the satisfaction which a man takes in seeing what he is buying, it is reasonable to think that the palmiest days of the mail order clothing house are ended, and the wide-awake local clothier, who is satisfied with a reasonable profit, will henceforth find his list of customers and his bank account steadily growing.—Apparel Gazette.


Cause of His Baldness.

Little Willie—Pa is ma a microbe?
Mr. Henpeck—Why, no, Willie. What makes you ask such a question?
Little Willie—Well, the teacher told us that baldness was caused by a microbe.

READY TO WEAR
TRIMMED FELTS
In all the new shapes for Ladies and Misses.
Prices from \$6.00 to \$21.00 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.

WRAPPERS
Just arrived. A big assortment of fleeced wrappers for fall business, and are up-to-date styles.
SHIRT WAISTS
We have something new in the line of shirt waists that are made of all wool flannel. They come in the following colors: Navys, New Blues, Reds, Blacks. Our prices are lower than the lowest. We have them from \$9 a dozen up.
P. STEKETEE & SONS
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

An Early Purchase

Of handkerchiefs for the holiday trade is good business policy because you get the pick of the assortment. Besides a very large line of the regular numbers we have as pretty a lot of the embroidered edge as you ever saw. The higher priced ones all put up in boxes of a dozen each.
Prices, 45c, 90c, \$1.25, \$2.00, \$2.25, \$3.00 and \$4.50 per dozen.
Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

Shoes and Leather

Trouble Which Came From Generosity.

John Riley, of Scio, N. Y., recently published the following notice and thereby got himself into trouble:

FREE—One pair of shoes and stockings to each baby born in the town of Scio, N. Y., until Jan. 1, 1901—shoes to be kid, black or tan. The only conditions are that the child must be accompanied to my place of business by its parents or guardian and waive all rights to kicks while being fitted. JOHN RILEY, Scio, N. Y.

That his proposal was only to fit out the new children of Scio with shoes and stockings seems to have been very generally overlooked. Applicants for all sorts of gifts are besieging him from nearly every city in the United States, and most of the towns and villages.

They send in requests for full wardrobes, for houses and lots, for bicycles, and one has asked for an automobile.

Many want Mr. Riley to deposit a small amount of money in the savings bank for their infants, whom they promise to rename in his honor.

Magazines and syndicates write for Mr. Riley's picture and that of his family and a sketch of his life. Authors offer to write his biography, and thus to send his name down in history as a benefactor to the race. Shoe manufacturers implore him to place his contracts for footwear with them and offer large discounts for the privilege of the advertisement it will insure them.

Families expecting a call from the stork move into Scio for the occasion, and, taking it all in all, the town is enjoying a boom since Riley made his offer, the like of which was never known before.

Mr. Riley is especially discouraged over the situation, because he made the proposal in good faith and had no thought of the advertisement it would bring.

He started in life a poor boy and had his own troubles with "stone bruises" and "dew cracks" and the other things that afflict the youngster for whom shoes and stockings from the last of March to the first of November are considered an extravagance. Besides, his shoes and stockings once saved his life.

When the man, now fifty and well to do, was a boy of ten and poor, he started through the woods in a snowstorm on an errand to some wood-choppers, a distance of a mile or two. He had on shoes and stockings for the first time that year.

The shoes were clumsy and hurt him, and as they grew wet and stiff with the snow the pain increased. The weather turned colder, the wind came in swifter gusts, and the Riley boy, dazed by the snow clouds, lost his way.

In his desperation he finally pulled off the shoe that was his chief source of misery and threw it away. Soon the stocking followed, and shortly afterward the other shoe and stocking. Then the boy plunged on bravely in his bare feet until, grown drowsy, he found a hollow log, crawled in and went to sleep.

The searchers who started for the lost Riley boy wandered about in the woods for a long time in vain, but at last they found a shoe and a little farther on a stocking and then another shoe, and so they traced him to his sleeping place and his life was saved.

It was the recollection of this event, Mr. Riley says, which had much to do with his offer of shoes and stockings to the little ones, but there are times now when he almost wishes that the searchers had left him in the hollow log.

Mr. Riley was born of Irish parents in Canada. The family moved to New York when he was an infant and he has lived in that State ever since.

Two Views of Women Clerks in Shoe Stores.

Chicago Cor. Shoe and Leather Gazette.

Of late years there has been a noticeable increase in the number of women clerks in the shoe and department stores of Chicago. Their coming has been slow but sure and it is, to say the least, surprising how many stores have women wait upon women customers.

A few days ago I happened into a State street shoe store and spying a couple of young ladies—friends of mine—who were being fitted out with footwear, seized upon an opportunity to get a little information as to what stand young women took regarding the employment of female help. Fortunately, it so happened that while one of the girls favored women shoe clerks the other was equally in favor of men. It might be said that the whole conversation was not carried on in the shoe store as the young ladies in advancing their arguments feared lest they might injure the feelings of one of the clerks.

"I think," began the young woman who sided with the sterner sex, "that men know a great deal more about shoes than women and for that reason above all others they are better able to give customers what they want. Most of the women who are clerking are new in the business. They don't know much about shoes. Oh, yes, they may learn, but we can't wait to buy our shoes while they are learning."

"Men try to please—no, not because I'm good-looking, I'm not talking about myself—and are more patient than women. Here is an example of what happened to me his spring. I went over to Blanks' to get a pair of rubbers. My shoes were heavy, the soles extended out all the way around. Scotch edge? Yes. I guess that's what you call it. Well, the woman who waited upon me, after trying on one or two pairs and looking about the shelves a little, said that they had nothing in stock to fit me. I told her I thought it was strange but she insisted that she had done the best she could for me. I got up and had gone as far as the door when I spoke to a young fellow who apparently was the manager.

I said to him: "It seems odd to me that in a store of this size I can't get a pair of rubbers to fit my shoes." A few minutes after that I had my rubbers and they fitted, too. That is a good example of the indifference of female clerks in the shoe department. "I believe that the work may be or rather is too hard for women. Trying on shoes is no easy matter. At any rate, I believe that shoe clerks should be men."

The other side of the question was set forth somewhat like this:

"Men are too fresh and have no business in a women's shoe department. I don't give a rap about their knowing more for I don't think they do. It seems to me that if a proprietor knows his business he will have at least one woman in his store unless the store admits of but one or two clerks or the business is mostly in men's shoes."

"Now I'll relate a little experience of mine and I bet other women have had similar ones. I wanted a pair of leggings. I went the round of a number of stores peeking in to see if they had a woman clerk because, under the circumstances I would not go where only men are employed. At last I found the woman and the store where she worked got the sale. Isn't that a good lesson for retail merchants, if that's what you're supposed to give them? Women for women and men for men in shoe stores. That is my idea."

A Precocious Grandson.

Sammy (to bald-headed grandfather)—Say, grandpa, why don't you have some rabbits painted on the top of your head?

Grandfather—What for, sonny?
Sammy (edging off)—Somebody might take 'em for hares (hairs).

AMAZON KID



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, \$2.25 pair.
McKay Sewed, \$2.00 pair.

Write for sample dozens.

Orders filled the day received.

BRADLEY & METCALF CO.,

MILWAUKEE, WIS.

A. H. Krum & Co.,

DETROIT, MICHIGAN,

may well be classed amongst the biggest jobbers of rubbers in North America. There are not many other houses that carry complete stocks of seven brands of rubbers, and all good selling ones, too: Americans, Candees and Woon-sockets, highest grade goods; Paras, Federals and Rhode Islands, high grade, and the medium grade Colonials. This is an A1 concern, and its many friends in the trade rejoice at its rapid growth and consequent success.—From the *Boot and Shoe Recorder, Boston, Mass.*


We make Shoes

Distinct in Style
Reliable for Wear
Right in Price

Herold-Bertsch Shoe Co.
Makers of Shoes, 12, 14 & 16 Pearl St., Grand Rapids, Mich.

What are the Keystones?

Ask
our
Agents



Rindge,
Kalmbach,
Logie & Co.

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

How the Retailer Can Advance His Prices.

The best way to do anything is the surest way.

Sometimes this happens to be the shortest way.

Often it is the easiest way.

But always it is the best way.

When wealth be the object, it is the long, hilly way, thickly sown with the sharp rocks of self-sacrifice, that struggles up the mountain of toil, with never a flower of pleasure growing near its long and tortuous path, unshaded by the rich foliage of peaceful rest and contentment.

The bank embezzler prefers a shorter road, an easier road, but one that leads to a felon's cell.

If we are to receive a better price from the consumer the best way to adopt is that which seems most certain for the accomplishment of this much-desired end.

The temptation that at present confronts the retailer—and it is one very difficult to resist—is to say to the manufacturer:

"See here, Smith, old man, I'll tell you what you do. Fix me up that shoe I've been getting from you people to look the same as ever.

"I'm not going to pay a copper more, either; so I reckon you'll have to take the advance out of it some place where it won't show."

And Smith, the most obliging man in all the wide, wide world, will do it, too.

And Adam Slickfellow, Buntown's greatest foot-rober, will come out in the Daily Blow to the tune of two hundred squares, and announce that, while all other dealers in the land are compelled to demand a higher price from their customers, he alone, for some reason or other, is not only selling as low, but even lower than ever.

And such illogical logic will not be wholly barren of results.

People are being born every minute, you know, and a fair percentage of them are the very opposite of Solomon.

"But you can't fool all of the people all of the time," as old Abe Lincoln wisely said; and such a course will ultimately breed suspicion and distrust among one's customers.

In short, it's not the surest way to the best solution of this question.

But what's to be done?

That advance must be made up somewhere, you say!

Must we come out flat-footed now and demand the increase outright?

No. There's such a thing as diplomacy, and it has succeeded before now where more forcible measures have failed.

In the first place, I would not, as many retailers are doing, mark up any stock that was purchased previous to the advance and at the old prices.

The average depreciation in style and appearance will, on the whole, counterbalance any appreciation in value caused by the increase of the leather in them.

Then, again, it is not the very best policy to be in any hurry about raising prices.

Hold out at the old figures as long as you can without any serious financial injury to yourself.

As a rule, people are never in a hurry to be convinced of the truth of anything that may tend to diminish the weight of their respective purses.

The first newspaper article they see about the advance of leather and findings will not persuade them that Shoe-

man wasn't bleeding them the other day by charging \$3.50 for exactly the same shoe they had been accustomed to buy at \$3.

But time and repetition, with but a drop of water, can dig a hole into a marble block.

Just so the repeated readings of such articles will prepare the way and make it an easy matter for any shoe salesman worthy of the name to make the most suspicious of customers feel and understand the justice of his demands.

Keep your prices as near the old figures as possible, until you feel that the time is ripe.

Then when you believe that the public mind has grasped the fact that leather is going up every day, and that, consequently, the price of shoes can not consistently remain the same, make your new standard.

And here again, be careful.

Don't think that greater prices mean greater profits for everybody or for anybody.

Don't imagine that an increase caused by the universal law of supply and demand was brought about by the sudden and momentary greed of a few tanners and manufacturers.

In short, don't add to the ever-increasing burden of the consumer—the burden of high-priced leather, of higher-priced findings and of higher-priced labor—the weight of greater profits for yourself.

Be as fair to his interests as to your own.

Attempt no deceit or trick of the trade, such as I have before mentioned, of selling a shoe you have cheapened while affirming its value to be the same.

Appeal rather to the reason and intelligence of your trade.

Tell them frankly how things stand, what kind of a shoe you are selling them, and why you are compelled to charge more than previously was the case.

In the end, the prosperity that will surely come to you will prove the truth of the old saying, "Honesty is the best policy"—the surest way.—Boots and Shoes Weekly.

Use Uniform Price Cards.

Have your printer get out some neat price tickets on card boards of assorted colors. One week use blue, another red and alternate, using bright colors with prices printed in large plain figures. This will be much more effective than the "home made" kind unless you are an expert card writer. Your cards will last a year if handled right. Adopt a trade mark or catch phrase. Use it on all your printed matter. Your patrons will become so accustomed to the use of a particular phrase or trade mark they will look for it when buying.

A shoe dealer in St. Louis has adopted as a trade mark a very attractive design in the way of a shoe bottom with his name engraved thereon. This mark appears on all his cartons and price cards. It is always printed in red and attracts attention wherever seen. His office stationery bears the same sign of his business and also his personal cards. He has made an impression by this means and is wise enough to continue the good work. He has had the mark painted on his windows and the passer-by is reminded of having seen it elsewhere and the chain of advertising is completed.

It is said a railroad train had to stop in Coffee county, Tenn., recently, to allow a bear to get off the track. Evidently there are times when it pays to be polite to a bear.

Display Something Cheap.

A very common error made by window dressers is putting in display only high priced goods. Of course, where only high grade stuff is carried it can not be otherwise, but the man who carries a general line should never make a display of \$5 goods exclusively.

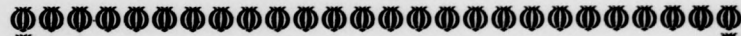
People will form the opinion that the store is too high-priced for their purchasing abilities and go elsewhere looking for "bargains." Display something cheap by all means. Compel attention by offering special inducements of some kind. The oxford season will be drawing to a close within a few weeks. Don't carry over a lot of stuff you don't want. Put them on sale at reduced prices and fill your windows with special attractions. Advertise a "big oxford sale" and dress your windows accordingly. Put a display on the sidewalk. Pile a counter full of them in your center aisle. Let the people examine to their heart's content the bargains offered. Your store will gain in profit-

able publicity whatever little profit you lose on sales. Mrs. Kajones will say to her neighbor Mrs. Kasmitz: "Just look at these oxfords I got at Blank & Co.'s for \$1.80. They are selling them off dirt cheap this week."

Picking Up Jobs.

Often during the course of a season an opportunity will be offered the retailer to pick up little jobs that yield large profits, but if his money is tied up in a large stock he can not of course take advantage of it, for even if the money considerations were removed he has stock already paid for that must be sold before anything else.

The ability to clean up stock close at the end of the season is also a good advertising card. You must impress the people with the fact that you do not carry over any stock from one season to another, consequently have no old styles to be worked off at the beginning of a new season.



Hood Rubbers

 First Every Time.

 Discount 25 and 5 per cent. Payable Dec. 1.

Old Colony

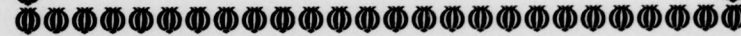
 Best Seconds Made.

 Discount 25 and 10 per cent. Payable Dec. 1.

 An extra 5 per cent. discount allowed if paid promptly Dec. 1.

Hirth, Krause & Co.,

 Grand Rapids, Mich.



**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.

Clerks' Corner.

Advantage of Treating the Clerk With Consideration.

A widely read newspaper has recently been conducting a series of articles by large employers relative to the prospects for success of the young men of to-day in various lines of business. These letters deal with the qualifications required, the surrounding conditions and the best way of encouraging and developing the good points of young men in business.

In reading these letters the thought has frequently occurred to me that many employers either do not know or do not employ the best methods for bringing out those qualities in their employes which go to make up a successful business career. One letter in particular was that of an employer of some 200 or 300 men, in which he said that he very often failed to find the proper qualifications among his employes to promote any one of them to certain higher positions which had become vacant from various causes. This letter brought out a storm of comment and criticism, both from his present employes and from many men who had at one time or another been employed by him. In the general tone of these replies may be found interlined this question: Do employers as a rule practice the best methods for developing the good qualities of their employes?

In one of these replies the statement was made that this particular employer was harsh and overbearing in his management of the force under his supervision; that he often treated rudely suggestions which employes might offer, in this way discouraging advancements which his employes might wish to make. This correspondent claims that when certain of the higher positions became vacant the employer was at a

loss to know which of his men might be trusted in advancement, because he had failed to keep in close touch with them and to learn which of them might be worthy of promotion. At such times he usually hired outsiders to fill the positions and thus engendered dissatisfaction among his helpers. The writer claimed that to his own personal knowledge several men had left or been discharged from the employ of this firm and later had risen to positions of trust and responsibility. This point, he claims, goes to show that this employer had good material in his house, but through faults of his own had failed to develop and cultivate it. It might be well to state that the employer admitted openly in his published article that he had a vacancy for a superintendent which he thought he would fill otherwise than from his own ranks of men because he considered none of them capable for the position.

It seems to me that many others might draw a lesson from the article written by this employer and the storm of protests which it brought out. One man known to me personally left the employ of this house simply because he thought from the general tone and conduct of the business that there was little chance for promotion. He is now acting as a buyer for one of the departments in a large house, although he is still a young man. The success of this career only goes to prove the truth of the assertions made in the foregoing paragraphs. Too many employers are so wrapped up in their own personal duties and success that they fail to study those around them, often to the detriment of their own interests.

I have always believed that employes are co-workers, and as far as possible they should be treated as such. They should be encouraged in giving ideas that will tend to put new life into the

business. Suggestions will often be offered which are unreasonable or entirely impracticable, but in such cases care should be taken to show wherein the plan is faulty in order that the same mistake may be avoided at another time. Ridicule or sarcasm at such times will often silence a man forever as far as his approaching his employer is concerned, and too often it also fans an underlying fire of dislike which afterward flames into hatred. Fifty per cent. of our business men would be better off to-day, in more ways than one, if they had practiced in the past a more liberal plan of consideration for their employes.

Frank Stowell.

How Small Things Affect a Merchant's Credit.

The average business man is possibly too apt to overlook the effect of little things. It may be that he permits the draft made by a creditor for a matured account to go back unpaid, for lack of funds, carelessly giving the bank as a reason "Amount not correct," or "Not due." Again, he orders it returned because of a petty claim against his creditor, or, perhaps more frequently, gives that as a reason for non-payment when there is another cause. Most business houses send a notice of a draft to follow by first rendering a statement of account, showing details, the maturity of various bills being emphasized, and asking that a remittance be made or the draft honored. Some houses notify their customers in other ways, and as a rule ample time is given for a reply to reach them, so that a payment or a claim can be duly considered before the draft goes forward.

Under these conditions it certainly is wrong to permit a creditor's draft to be returned, for he has shown you the courtesy that is due from one business man to another and naturally expects similar treatment at your hands. How-

ever, if one has been careless and not prepared for the draft, which would have been withheld upon proper and sufficient excuse being given, it is better to give frankly the true reason, or to make some arrangement to protect the draft, whether correct or not, trusting your creditor to make good your claim. He, having trusted you with his goods, is justified in expecting you will rely upon him to correct some trivial difference.

It should be borne in mind that the handling of a matured account by a creditor is attended with expense, consequently you put him to unnecessary expense when you permit his draft to go into the bank's hands, only to be refused. Nor is this all: His books show plainly whether you are in the habit of honoring a draft or not, and your credit is affected accordingly. It rests with you, whatever you do, to be entirely frank with a creditor, and if you refuse payment for lack of funds in hand to-day, say so. Your creditor appreciates and trusts frankness. If for other cause, tell it, and follow promptly the draft's return with a letter of explanation, and, if possible, show your disposition to "tote fair" by remitting (not by check, which will throw extra expense on him, but a bank draft on New York or St. Louis, or a money-order) for such amount as you can spare.

The merchant who looks after these little details in a conscientious manner is sure to win friends, and receive concessions and generous treatment to a degree which the man who is careless about them can not hope for. The value of credit was never greater than to-day. It is at a premium, and your holdings of this commodity will fall below par if little things are ignored.

Arthur H. Foote.

Not to know Unneeded Biscuit

is to argue oneself unknown.

The grocer who lets his stock run out may lose the trade of his best customers.

NATIONAL BISCUIT COMPANY.

Getting the People

The Golden Age of Newspaper Advertising.

In the year one, it is said, all trees were perfectly straight. No one seems to be able to explain the reason why they have grown crooked since. Possibly it is because of the adverse winds that have blown, or perhaps because of the general changes of environment.

It may be that in the year one—and you can reckon that from the beginning of the Confucian period, the Biblical period, the Christian period, or the Cosmic period, as you please—this was true, and it may be that in the year one of a very remote period all advertising was of the same character. If it were, at that very remote and indefinite period, it must have paid. It may not have paid newspapers, and probably did not as there were no newspapers at that time. Newspapers have grown up since trees have been growing a little out of plumb.

We all look back with a certain amount of reverence to a time in the past when all advertising was about like this:

JOHN SMITH

Sells nails at 10c per lb. Also handles the best quality of

RUM

and Porto Rico

MOLASSES

in New England.

Money to loan on Mortgages at 10 per cent.

John Smith was a good advertiser. If you look through files of the very old papers you will find that this style was the general style of advertising. He occupied an inch or two inches of space, and in that space he told the people his business. He was no specialist. He hired no artists and no writers. He had a few lines of goods to handle and he told the people about them—that is, the people he wanted to reach—in a couple of dozen words.

And he made money.

It is uncertain as to whether John Smith made more money out of his nails, or his rum, or his molasses, or the interest on his mortgages, and it is doubtful if the descendants of the different John Smiths who used this sort of advertising in the olden days could tell you or would be willing to tell you. But that simple, plain, straightforward sort of advertising laid the foundation for his fortune.

And things do not change much.

Yes, they do, too. They change very much in the manner of doing things. "All wool goods" means as much to-day as it did two hundred or three hundred years ago, but the process of manufacture to-day is different and the method of selling is different.

John Smith's advertisement to take, we will say, two inches of space in a daily newspaper of to-day, of "all wool goods"—and he might specify any kind at any price—would not sell him a dollar's worth.

And still there is a lesson which one is glad to see is being learned by many advertisers in the primitive style of the "John Smith advertising."

It is this: To tell what you have to sell; to tell who is selling it, using just enough space set out in such a way, in the publication which you use that the reader of that particular publication who reads that particular thing will have his attention caught by it. This sounds very easy. A part of it is easy,

and that is the first thing, to tell always what you have to sell in the plainest and simplest manner, without any funny words which have been dug up out of some old dictionary, and if the thing has a name to make that name plain and prominent, and to make your "John Smith" equally as plain and prominent. Do not mystify, do not delude, do not lie. If you have nails to sell, say so; if you have rum to sell, say so; if you have molasses to sell, say so; if you have money to loan on mortgages, say so.

It may have taken John Smith ten years to build up his business to the point where he could have afforded even a two-inch advertisement at a cost of probably twelve or fifteen dollars a year, but he made money, and his advertising helped him to make money.

And remember that was in the years when advertising trees grew straight.

Of course it was not necessary for John Smith to think of typographical effect, to think of writers or to think of trusts. He sat down at his desk and he wrote an advertisement. He did not expect it to bring him in a thousand enquiries or a hundred people, or even ten people, the next day or the next week. He figured it up as a part of the cost of doing business. He probably had no account on his ledger headed "advertising expense." But he knew that his advertising helped him, and there was no bill that he more gladly paid than that twelve or fifteen dollars a year.

But things are different to-day.

Yes, so far as the amount of money that it is necessary to spend to do the same work with advertising that John Smith did with his. But when it comes to newspaper advertising, if John Smith's lines are followed on the larger scale which governs all mercantile transactions to-day, things are not so different after all.

John Smith had one clerk, a little store, whale-oil lamps. He kept a horse and buggy, he paid fifty dollars a year pew rent—his greatest expense, as he counted it. His wife in later years kept "hired help"—one girl. He worked mornings in his garden, which supplied his family with vegetables, the clerk in the store milked the cow and cared for his horse.

Yes, things are different to-day. But it is chiefly in the difference between income, the methods of business, the possibilities of business of John Smith and of the business man who advertises to-day.

The game is the same, the steps are bigger; that is all.

But John Smith's advertisement of the good old days would not pay to-day.

No, nor would John Smith's business pay to-day, if carried on in the way he ran it.

If John Smith were alive to-day he would employ a dozen clerks or more, and probably not one of them would be called upon to milk a cow or care for a horse. In fact, he would not have a horse, he would have a dozen or more automobiles, and his wife would not keep "hired help," either. There would be a maid for herself, a nurse and a governess for the children, a cook and a chambermaid and a second girl and others.

And he would not be using two inches of space in the daily newspapers, but columns and quarter pages, and half pages and pages.

He would be telling the same story, though, about what he had to sell, in a

blunt, plain, direct, straightforward way.

That is, he would if he were the sort of John Smith that he was in the old days when the John Smiths made money and laid the foundations of fortunes and of families.

He would not, of course, sit at his desk once a year and write out an advertisement which would run without any change for the next twelve months, but he would bring to his aid the art of those who could help him best to say and best to present the plain story of what he had to sell.

How to do this, whether you are the great John Smith or the small John Smith who hopes to be the great—and you are one or the other—is the great problem in advertising to-day. John Smith used one paper, two at the outside. Can you use one or must you use a hundred or a thousand? He used two inches; must you use six, twelve, twenty or a hundred or more inches at a time?

These things, of course, largely depend upon the nature of your business and the amount of your capital available for advertising. The first thing, however, before one line of copy is prepared, is to determine definitely the class of publications in which it is to be used, the period which it is to cover, and the amount of money which is to be spent.

Advertising copy that will fit one newspaper in one town will not necessarily fit another newspaper in another town. A four-inch single column space in one paper may be as effective as a six-inch double column in another. An illustration with one advertisement may make it of double value, while a meaningless illustration may destroy the

whole effect of it. Different copy is usually needed to follow a long campaign of advertising in one paper than should be used in starting a campaign in another. Different copy is needed in a new field than in an old field. Different copy is needed to introduce an article than to help move it after it has been for some time on sale in that community.

And still, with all this, one need not get far away from the style of advertising used by John Smith in that golden age of advertising when the total amount for publicity in the run of a year amounted to twelve or fifteen dollars, and was charged up to general expenses. Clement M. Hammond.

Lots of people are all right who don't get any credit.

Order Sample Box



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.

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.

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

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

Woman's World

Victims of the Most Relentless Tyranny on Earth.

Far and away above all other rights and privileges the thing that woman envies man is his clothes.

No matter how much we may talk abstractly about our oppressions and legal disabilities and the other stock grievances we are accustomed to holding responsible for our failures, every one of us knows in our hearts that the greatest obstacle to woman's success in the world of affairs is her dress. Whether we bow a willing or an unwilling neck to the yoke, every woman is a slave to her clothes. Custom, fashion and vanity have all combined to fasten our fetters upon us. We have even learned, in humility of spirit, to kiss the hand that binds, but no one will attempt to deny that we are the victims of the most relentless tyranny on earth.

Whatever a woman wants to do she is hampered and impeded at every step by her clothes, and this is equally the case whether she wants to run for office or run upstairs with the baby in her arms. It is not alone that women's clothes violate every sanitary and hygienic law—that they are loose where they ought to be tight and tight where they ought to be loose, and short where they ought to be long and long where they ought to be short—or that ninety-nine times out of a hundred the woman is fitted into her dress instead of the dress being fitted onto her. The chief burden of the oppression lies in the fact that from the cradle to the grave her entire life is overshadowed by the question of clothes. It is the old man of the sea that no woman may be rid of while she lives, and even when she dies she but passes the burden on, for some other woman has to see about getting her an appropriate shroud, and mourning for the family. We can never be so happy, or so sad, or so clever, or so dull, but what we must first think of our clothes. A man may dare to be himself in whatever he finds handiest to put on. His clothes are regarded as of secondary importance to his personality, but a woman, in public opinion, never rises superior to her frock. By it we judge her, and she knows it.

Suppose she is strong-minded and wants to go in for public life—preach, lecture, urge reforms from the platform. Before she gets up a speech she must first get up a suitable wardrobe, for she is perfectly aware that an unmistakable Worth frock is more convincing to the average audience than the profoundest logic. They might overlook the flaws in her argument, or be blind to the fact she was advocating a dead issue, but they would never fail to detect it if her skirt was made by a last year's pattern, or she had trimmed her own bonnet. Nobody takes the cut of a man's coat as any evidence that his views on the money question or expansion are unsound, but the woman who aspired to mold public opinion would be indeed a prophet without honor in her own country unless her clothes looked like a daily hint from Paris. "Follow that woman!" we would say scornfully; "why, my dear, she doesn't know enough to know how to buy her own clothes," and that would settle her.

Suppose—and it's the case with many of us—she is merely a woman who is trying to earn her bread and butter out in the business world, competing with men. The very first obstacle she stum-

bles over is her own skirt, and the reason so many of us are sitting on the bottom rung of the financial ladder is because women's clothes are not built for climbing, and we are simply held down by them. Our skirts are trailing and flopping around us at every step, and getting in the way, and every time we come down town to work on a rainy day, trying to hold up our petticoats in one hand, while with the other we frantically grab at an umbrella and a purse, and a handkerchief, and a note book, and a lead pencil, and a stray package or two, we feel like sitting down and crying, and admitting that the unpocketed woman can never really compete with the man-pocketed man. We are carrying a killing handicap, and it's no wonder he wins the race. Even the black bag—the badge of the business woman—which so many carry, is a mere makeshift and delusion. You can't imagine real business men toting a bag. Fancy a stock exchange full of men clawing around in their bags for their lead pencil, or memorandum book, or a telegram, or letter, while business was suspended until they found it. The hopeless conclusion is irresistibly forced on us that women can never be business men so long as we have to carry our handkerchiefs stuffed up our sleeves, and our car fare in our gloves, and borrow a knife every time we want to sharpen a lead pencil. Our clothes are against us.

Of course, the purely domestic woman, having more time to devote to holding up her skirts, has less cause of complaint, although there are times—when she is trying to carry the baby and a lighted lamp up the stairs at the same time, for instance—when she feels that it was a mistake in providence not to provide women with three hands instead of two.

Of course, the question naturally arises, and we have all asked it ourselves a thousand times, why do women submit to being so afflicted by their clothes? Why don't they devise some sort of a rational costume? Why should the working woman idiotically imitate the woman who has nothing to do but hold up trailing skirts? The only answer is the feminine one, "Just because." Because we haven't the courage. Because we are bound by custom, and last, but not least, we had rather look well than be comfortable. So we go our way, putting up with inconveniences and discomfort, and envying man the freedom and good sense he displays in his clothes, and wishing we dared imitate him.

But would women, if they could—if it were good form, if it were fashionable, if there were no one to criticise—would they adopt masculine garb? Those of us who are worn out with the clothes question say, "Yes, we'd jump at the chance;" but would we? Would we take freedom at the price of grace? Would we exchange frills for pockets? Would any amount of comfort reconcile us to garments that weren't accordion pleated and furbelowed? In a word, after all our abuse of our own clothes and their manifest lack of adaptability to our new occupations and pursuits, would we adopt the costume we have so long envied men?

An interesting commentary is offered on the subject by the experience of the women of Pitcairn Island, a lonely spot in the Pacific, settled by the descendants of the mutineers of the Bounty. In this colony there are about 100 women, and a ship which has re-

A SPLENDID NEW CAKE



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

National Biscuit Company,
Sears' Bakery.



We Will Not Cheapen Our Vinegar

by impairing the quality.

One standard—the best—all the time.

Equal to any and better than the majority of the vinegars offered you to-day.

GENESEE FRUIT CO., Makers, Lansing, Mich.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

cently arrived in Philadelphia from there brings word of the piteous plaint these forlorn sisters make for women's clothes. It seems that the supply of petticoats, waists and other feminine apparel gave out. The few ships which touched at the island at unfrequent intervals carried no chiffons for the fair sex, and the women, many of whom are young and pretty girls, were forced to don trousers and the other habiliments of the sterner sex. Here, one might think, were the ideal conditions for women to break away from slavery to dress that has oppressed their sex so long. Here were none to jeer at the amateur Dr. Mary Walker. Here there was no society to criticise, for society, so to speak, was on its uppers. One couldn't even be accused of being strong-minded for adopting masculine attire, when it was the only attire there was. How we can picture the joy with which these women, emancipated from custom and fashion, reveled for the first time in their lives in a rational, sensible costume, admirably adapted to the situation in which they lived. Unfortunately, nothing of the sort happened. The Pitcairn women, it seems, do not desire freedom. They want frills, and they sent, through the captain of the ship, a moving and urgent plea to their sisters in civilization to send them some women's clothes, the more befrilled and furbelowed the better.

So perishes another theory when confronted with actual experience. What is the lesson of it? Does it mean that women's souls have been absorbed so long by the passion for clothes that nothing else on earth can take the place or repay them for the lack of appliques, and passementerie, and pattern hats? Or does it mean that we who are loaded down with long-tailed skirts have been wasting envy on the wearers of trousers? Is man's vaunted freedom in dress merely an idle boast? Evidently it isn't all that it has been cracked up to be, for the Pitcairn women—the only women of our race who have had a chance to try it—won't have it at any price, and are in haste to join themselves once more to the god of their idolatry, and want to get back their stays and long skirts and other impediments to health and comfort as quickly as possible.

It is an old truth in life that a great deal that we ardently desire turns to dead sea fruit once we get it in our hands. We women are experimenting with a great many things just now. It may be that when we get them—when we get the ballot, and prove our right and our ability to have careers, and run business enterprises, and be just as free and independent as men—we will find out that the theory of it all was good, but it didn't work out just right somehow in experience, and we will be like the Pitcairn women: We'll give up trying to wear the trousers, and go back home and rock the cradle and darn stockings and get us the frilliest, womanliest dress that money can buy.

Dorothy Dix.

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.

884

Comedians Cut From Mother-in-Law Gags.

One of the most interesting pieces of news that has been given out for many a day is the announcement that the vaudeville syndicate has put a ban on the mother-in-law joke and forbidden any of their performers from speaking slightly of her, on pain of dismissal. How a minstrel show or the alleged funny column in the average newspaper can be run without any satirical reference to a man's wife's mother is one of the inscrutable mysteries we shall have to wait for time to solve. Perhaps it is an impossibility. The mother-in-law gag has been so long the prop and stay of poor wits it may be found they can not survive without it, but in the meantime, as most of us are either mothers-in-law or likely to become mothers-in-law at any minute, we may be permitted to express our appreciation of the new attitude towards that maligned woman that the vaudeville syndicate is trying to inaugurate. A funny show with no ridiculing of mothers-in-law is not only a tribute to truth and justice. It is a distinct novelty.

It is small compliment to the profound masculine intellect to say that men are indebted to the end man of the minstrel show, and the cheap cartoonist of the papers, for their prejudice against their wives' mothers, but it is true, nevertheless. The funny man has assured him that a woman's highest ambition in life is to become a mother-in-law, that she angles and schemes to ensnare a young man into marrying her daughter in order that she may leave her own home and come and live on him. She is forever represented as descending, bag and baggage, upon the young couple, and as inciting the daughter to acts of rebellion, and generally sowing the seeds of discord in what might otherwise be a happy and peaceful home. Thus armed and equipped the young husband is ready for her. Like the little dolls' dressmaker in Dickens' story, he knows "her tricks and her manners," and is not to be taken in by her apparent friendliness and desire to please, so on her first visit he gives her a welcome that is a frost, and resents her mildest suggestion as if it was a high-handed outrage. He isn't going to be bossed by any mother-in-law, and he means to let her know it.

Strange to say, the mere fact that few men have ever met in the flesh the mother-in-law of the joke has had no effect on diminishing the prejudice. The mother-in-law with whom the general man is personally acquainted is a capable woman whom he can rely upon in emergencies, who takes care of the children in summer without board and can be counted upon to come and save the wages of a trained nurse in times of sickness. Generally, too, after the first bumptious self-importance of the new husband has worn off, and he has realized that she has no desire whatever to meddle in his affairs, he comes to entertain a genuine respect and affection for her, but this he regards merely as a side issue—the exception that proves the rule—and it doesn't shake his faith in the mother-in-law joke, or his delight in having her held up to ridicule.

Unfortunately there is sometimes a serious side to even a jest, and while, as a general thing, the mother-in-law joke has done nothing more than furnish amusement to the unthinking, all of us have known cases where a husband's prejudice against his wife's

mother—founded on no better reason than a minstrel joke—has brought grief and separation to a devoted mother and daughter. In a thousand little ways that cut both women to the heart the man showed his mother-in-law she was an always unwelcome guest beneath his roof, and rather than be the cause of discord and friction in the household many a mother has effaced herself from her daughter's life with an unselfishness that was nothing short of heroism. It is the shallow-brained men like these who need to be protected against the mother-in-law joke, and every sensible person will hail its passing with relief.

Cora Stowell.

Another effort to establish in California the industry of raw silk production is being made, this time through the energy of the Chamber of Commerce of San Diego. That body has taken steps to secure a large number of silk worms, and it is to distribute 5,000 mulberry trees about the agricultural districts surrounding the city. It regards the climatic conditions in Southern California as preferable to those which prevail in France, the home of the silk industry. While the season for the production of raw silk in France lasts but forty-two days, four sets of cocoons can be raised each year at San Diego, where the season continues for 240 days. An enormous market for raw silk exists in this country, which is now entirely supplied by foreign countries, principally by Japan, China and Italy. Our importations of raw silk in 1899 amounted in value to \$43,546,872, of which nearly eleven million dollars' worth came from China.

A man in Philadelphia makes a living by selling foreign hotel, express and railroad labels to people that paste them on their baggage to create the impression that they have been abroad.

**A
L
A
B
A
S
T
I
N
E**

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

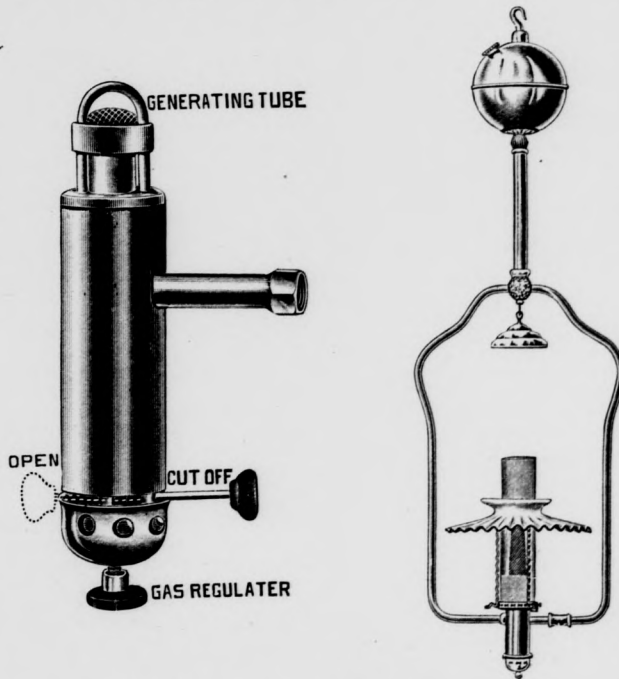
Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

The Imperial Gas Lamp



Write for Catalogue

Showing other styles. Every lamp is guaranteed.

The Imperial Gas Lamp Co.

132 & 134 Lake St.

Chicago, Ill.

Hardware

Sensible Suggestions for Hardware Clerks.

Those occupying clerical positions are naturally desirous of rising to places of more responsibility, but they not infrequently disregard the conditions on which promotion is usually dependent. Besides a readiness to perform their allotted tasks with promptness and fidelity and show a willingness to make themselves useful in any direction in which their services may be required, a knowledge of the business in its details is exceedingly important. Instead, however, of seeking to acquire a thorough familiarity with everything connected with the trade, many clerks are disposed to be restless, waiting for the advance which does not come, and to which, in fact, they are not entitled. In the hardware trade there are a multiplicity of details to be mastered, and the ambitious young man will find many things to be learned before he can regard himself as a thorough hardwareman.

These remarks are suggested by a pamphlet which has been issued by a prominent jobbing house for private circulation among its employes. It contains so much desirable advice put in a sensible and practical way that we take pleasure in republishing it for the benefit of hardware clerks generally:

There is no better investment of a young man's "pocket money" than the purchase of a good book, or of some part of his leisure time in the pursuit of some practical study.

"The power of doing a little depends on knowing a great deal, and a stone fit for the wall is not left long by the roadside."

There are good reasons why a large business house should fill vacancies, among the advanced positions and on the road, by promotion, rather than by help acquired from outside.

It is desirable for us to adopt this policy as far as possible. It remains with our employes to aid us in executing this plan successfully. You will need to develop a spirit of ambition, loyalty and research to be fitted for such promotion. A good hardwareman was never made without practical study and careful, systematic methods. In short, "knowledge of details is the basis of success." Getting out goods like a machine a short time will not give you such knowledge.

The daily demands of business are such that our experienced men can not spare sufficient time to post you in detail—besides, information acquired by your own efforts is well learned and will become better fixed in your mind. Some self-denial and courage is imperative to learn the hardware business as it should be learned. It often seems to us that any who seek promotion do so with a superficial idea of their qualifications and fitness. We want to urge upon all who have a laudable desire for advancement the necessity of placing alongside this desire the knowledge of details and tact for applying same. To illustrate: One of our ambitious clerks asking for a first-class place on the road could not tell what "half and half solder" meant; another did not know a single size of iron carried in stock; another was asked the meaning of 14-oz. copper, and replied, "14 oz. to the sheet," and had little or no idea of wire gauge as applied to numbers of different metals. One could not tell the application of the term "half hatchet;" another did not know cut tacks from round wire tacks, and a third could not tell a "left hand" from a "right hand" lock or butt.

These are very simple matters, but a prospective buyer soon loses confidence in a salesman who shows weakness in details, or who is not resourceful. Some idea of value must be developed by contact with brands and prices; also a well-defined idea of your own as to how to approach a customer; a keen sense of turning over the goods at a profit; a shrewd idea of meeting competition and

holding trade without sacrificing profit. Confidence in your house and prices enables you to take care of the combined interests of your house, your customer and yourself.

To those who aspire to the road (or other advancement) we give the following items as good illustrations of work that should be done in order to obtain the promotion you seek, being only a very few of the points a trained hardwareman should have at his tongue's end, and are given merely to illustrate broader details.

Cutlery—First, to be familiar with all patterns, and cultivate a taste for certain good sellers to use as favorites in starting an order; then interest the buyer in adopting our line as his. Learn the language of cutlery, and the terms crocus polish, etched blades, spear point, clip point, sheep foot blade, spey blade, marking blade, pen blade, P. M. S., etc.

Table Cutlery—Understand prices by gross pieces, sets of six pairs, balance bolster, solid bolster, lap bolster, etc.

Butcher Knives—Hand forged, polished swage, and what patterns are kept in all sizes.

Guns and Revolvers—Get familiar with the extension rib, bar and back action locks, patent and snap fore end, laminated, damascus and laminated finish barrels, single and double bolts, rebounding locks, etc.

Tools—Learn the application of the terms bell face, adze eye, ball pten, razor blade, London pattern, Filletster plane, step, nosing plane, triple stock, bastard cut, extension top, patent chuck, 6 point, 4 1/2 point, etc., on saws.

Locks—Reverse bevel, patent tumbler, patent cylinder, 48 changes, swivel spindle, astragal and rabbeted front, combined rose, pass key, brass hub, revolving cylinder, etc.

Small Trimmings—Electro plate (or bronze plate), Berlin bronze, old copper finish, copal bronzed, No. 3 finish, etc., etc.

Sheet Copper—A knowledge of sheet copper, sizes, numbers used and values.

Pressed Ware—Understand terms planished finish, retinned, etc. Know sizes of covers required for Nos. 7, 8 and 9 ware; size covers for 2, 4 and 6 quart coffee pots.

Miscellaneous—Triple motion freezers, cleanable flue refrigerators, etc. What size ware fits Nos. 7, 8 and 9 stoves.

Dairy Stock—Difference between Elgin and Iowa R. R. can stock, IX, IXX and IXXX setter bottoms.

Planished Iron—Why it is made 60 inches long in place of 54 inches. Difference between A. & B. planished iron.

Wooden Ware—Dowel, hoop, cable, patent fiber, etc.

Forks—Selected and XXX handles, cap ferrule, patent tang, etc.

Galvanized Iron—A knowledge of galvanized iron, sizes, numbers and values.

Solder—Ingredients, brands, values; how made and used, half and half, 45-55.

Nails—Length of all sizes, rating, how many in a car.

Bolts and Screws—What factories are best known; sizes most used. How to gain confidence of customers when advising them as to good assortments.

Butts and Hinges—What factories are best known, sizes used, how to gain confidence of customers when advising them as to good assortments.

Tin Plate—Sizes, number of sheets in a box, application, what grade and sizes are used; popularity of brands and grades, including dairy stock. What does Terne plate mean?

Axes—Understand the terms overlaid and inserted steel, bevel edge, heavy poll, solid steel, etc.

These items are only given to stimulate you to acquire a complete knowledge of the whole business, and thus become valuable to its interests. We can not transform you into a business man; that remains with you. We wish you to know our numbers, sizes, brands and prices as readily as a father knows his boys. If a question comes up that you can not solve, ask some one who knows

and can give you a correct answer and encouragement to pursue your desire to learn the business.

How the Bell Telephone Co. Tricked Binghamton.

From the Binghamton Republican.

About a year ago when the Binghamton Telephone Co. was agitated and subscribers for it were being secured, the Bell Telephone Co., through its solicitors, visited nearly every office and business place and most residences in the city which had not a telephone, offering to put in the following two kinds of phones: \$12 per year limited to 15 calls a month and 5 cents for every call in excess of that number; \$1 per year and 5 cents per call, with a guarantee of one call a day, or 50 cents a month, as the case might be. This was the scale price, but in nearly all cases the guarantee was not required and the service was not limited to a certain number of calls as in the first.

Since the aldermen who were in the employ of the Bell Telephone Co. succeeded in defeating the attempt of local business men to secure a franchise, a higher scale of prices has been inaugurated by the Bell Co. in this city. A week ago several solicitors armed with a newly-prepared scale of prices began to visit the places where the contracts made a year ago had expired and the rise in price was announced. As a result, many who before had availed themselves of the service of the company

refused to have the phones installed at the new price.

The new scale of prices adopted does away with the \$12 phone and leaves as the next lowest the open ring at \$18 for residences and the four party call phone at \$24, both for a three year contract, or \$30 for a one year contract.

The prices now prevailing are: Business phones, direct \$72, two party select \$60, four party \$12, four party open ring \$36; residence, direct \$30, two party \$27, four party \$24, open ring, \$18; nickel in the slot phone, \$1 per year and 5 cents per call and thirty calls per month guaranteed. All the above prices are net and, with the exception of the last one, are for a three year guarantee. Higher prices prevail for a contract of a year at \$30 for the four party phone, which for a three year contract is \$24. No unlimited residence service will be furnished for less than a three year contract for less than \$30 a year.

Those who installed the \$12 phones and the nickel in the slot at \$1 per year are the ones who will be deprived of the use of the company's service as the one year contracts are now running out, and the cheap telephone service which the people were promised by the Bell Co. is becoming a thing of the past.

Life is not one grand sweet song at Cape Nome. A Wichita man, writing home from there, says: "Here lies the rolling sea. Towering above the sea are the ice mountains, and towering above them is the price of grub."

Ice Cream Freezers



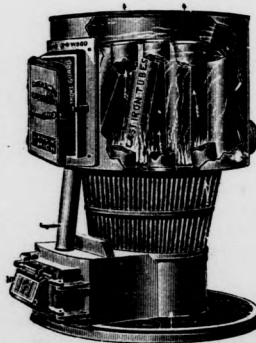
We carry in stock the

**WHITE MOUNTAIN
AND
ARCTIC**

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

Alexander Warm Air Furnaces



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

Absolutely Self Cleaning

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

Alexander Furnace & Mfg. Co.

420 Mill St. So.

Lansing, Mich

Aluminum as a Competitor of Copper.

When aluminum was new as a commercial metal its use in the arts was a subject of much optimistic prophecy. Its light weight and high tensile strength in non-corrosive alloys gave promise that it would displace iron in important uses, and many believed that this most abundant metal in nature, of which every clay bank is a mine, was destined to revolutionize many lines of manufacture. What it might have done in this line, if originally cheap enough, we do not know, but even at prices per pound which have put it on a parity with every useful metal except iron, and made it cheaper than some of them, it has had to fight its way into use, and has not in any important degree met a public want for nearly twenty years. Its first use was in the manufacture of small articles for the pocket and toilet, but the supply of such novelties soon outgrew the demand for them, and the business languished except in the Oriental markets. Its next most important employment was in cooking and mess utensils for military equipment. That it has not in all respects met the requirements of this use is probably attributable to the fact that until quite recently it has not been found practicable to eliminate the 2 per cent. or more of impurities which have caused its rapid deterioration in use. This difficulty has been overcome, however, and it is now offered 99 1/2 per cent. pure. The fact that its salts are non-poisonous gives it an important advantage over copper as a material for culinary vessels, and the aggregate consumption for this purpose is now very large. It is also finding an increasing use in the class of alloys as aluminum bronzes, which are stiff, strong and light. Another and increasing use for the metal is in lithography, as a substitute for stone. Most of the lithographic printing of this country and Europe is now done from aluminum plates, as the supply of Bavarian stone is diminishing in quantity, deteriorating in quality and increasing in price.

The aggregate consumption of aluminum for these and kindred uses is attaining large proportions, but it is still far from the predictions of twenty years ago. If, however, the effort now making to substitute it for copper in electrical conductors is entirely successful, it will quickly take its place among the most important of the base metals after iron. In one electrical installation in California more than 1,500,000 pounds of aluminum have been used. Its lower conductivity is said to be offset by the fact that much larger conductors can be economically used than when made with copper, and that their lightness and strength are important advantages. No difficulty has been found in transmitting a current of 60,000 volts over the aluminum conductors connecting Sacramento with San Francisco. Many large power plants and electrical railroads have substituted aluminum for copper, and, if this new demand does not advance the price of the white metal to a point at which its advantage disappears, it promises to be a formidable competitor of copper in electrical equipments. Experimentation in this line was no doubt discouraged by the fact that text books have rated the conductivity of aluminum about 55 in a scale in which copper represented 100. These early tests may have been influenced by impurities in the metal, as is shown by the fact that the conductivity of the aluminum bronze alloys ranges in the same comparative scale about 15. It

has taken a long time, great patience and much effort to establish the value of aluminum in the arts, but from present appearances it is now coming to the front with a rapidity which makes it a commodity to be reckoned with in forecasting the future of metal prices. The aluminum industry is one which admits of almost unlimited extension, and the efforts now making to increase the output, in view of an existing, increasing and urgent demand, indicate that it has a future which will repay the struggle of a quarter of a century to secure its recognition as a valuable addition to the world's supply of constructive materials.—Iron Age.

Juvenile Essay on Boys.

At a recent Bombay school examination for girls, one of the tasks was an essay on boys, and this was one of the compositions, just as it was handed in by a girl of twelve: "The boy is not an animal, yet they can be heard to a considerable distance. When a boy hollers he opens his big mouth like frogs, but girls hold their tongue till they are spoke to, and then they answer respectable and tell just how it was. A boy thinks himself clever because he can wade where it is deep, but God made the dry land for every living thing and rested on the seventh day. When the boy grows up he is called a husband and then he stops wading and stays out nights, but the grew up girl is a widow and keeps house."

Forgot That Some Men Never Work.

A statistician who takes delight in figuring up things that are interesting, even if not of practical advantage, estimates that a man 50 years old has worked 6,500 days, has slept 6,000, has amused himself 4,000, has walked 12,000 miles, has been ill 500 days, has partaken of 36,000 meals, eaten 15,000 pounds of meat and 4,000 of fish, eggs and vegetables and drunk 7,000 gallons of fluid. It is probable that he has slipped up on at least one fact: It is well known that there are men who never did a day's work in all their lives.

Taking No Risks.

The boy hung back when the visitor spoke to him, and his mother was naturally annoyed. "Won't you go to Mrs. Brown, Willie," she said. "No," replied the boy shortly. "Don't you like me?" asked Mrs. Brown, good-naturedly. "No, I don't," answered the boy. "Why, Willie!" exclaimed his mother reproachfully. "Well, I guess I got licked for not telling the truth yesterday and I ain't taking no chances to-day."

The Things Were Packed.

A story is told of a parson who had had a call from a little country parish to a large and wealthy one in a big city. He asked time for prayer and consideration. He did not feel sure of his light. A month passed. Finally someone met his youngest son in the street. "How is it, Josiah," said his neighbor, "is your father going to B—?" "Well," answered the youngster, judiciously, "paw is still prayin' for light, but most of the things is packed."

Estimate Based on the Whittlings.

"Oh, yes," remarked the grocer at Basswood Corners, "business right in this here neck of the woods is a blamed sight better'n it was." "Notice it every day, can't you?" replied the coffee drummer. "Can every night. There hain't a quarter as many shavin's and whittlin's left on the floor at closin'-up time as there was durin' the panic years of 1893 and 1894."

Among other signs indicating that a man is insane it has been recently discovered by specialists in nervous disorders that irregular eyebrows are entitled to consideration.

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	10 to 16 advance	5
First Quality, D. B. Bronze	11 50	8 advance	10
First Quality, S. B. S. Steel	7 75	6 advance	20
First Quality, D. B. Steel	13 00	4 advance	30
Barrows		3 advance	45
Railroad	18 00	2 advance	70
Garden	30 00	Fine 3 advance	70
Bolts		Casing 10 advance	15
Stove	50	Casing 8 advance	35
Carriage, new list	70	Casing 6 advance	25
Plow	50	Finish 10 advance	35
Buckets		Finish 8 advance	25
Well, plain	\$4 00	Finish 6 advance	45
Butts, Cast		Barrel 3/4 advance	85
Cast Loose Pin, figured	65	Rivets	
Wrought Narrow	60	Iron and Tinned	50
Cartridges		Copper Rivets and Burs	45
Rim Fire	40&10	Roofing Plates	
Central Fire	20	14x20 IC, Charcoal, Dean	6 50
Chain		14x20 IX, Charcoal, Dean	7 50
Com.	3/4 in. 5-16 in. 3/4 in. 1/2 in.	20x28 IC, Charcoal, Dean	13 00
BB	7 c. 6 c. 5 c. 4 3/4 c.	14x20 IC, Charcoal, Allaway Grade	5 50
BBB	8 3/4 7 3/4 6 3/4 6	14x20 IX, Charcoal, Allaway Grade	6 50
Crowbars		20x28 IC, Charcoal, Allaway Grade	11 00
Cast Steel, per lb.	6	20x28 IX, Charcoal, Allaway Grade	13 00
Caps		Ropes	
Ely's 1-10, per m.	65	Sisal, 1/2 inch and larger	9
Hick's C. F., per m.	55	Manilla	13
G. D., per m.	45	Sand Paper	
Musket, per m.	75	List acct. 19, '86	50
Chisels		Sash Weights	
Socket Firmer	65	Solid Eyes, per ton	25 00
Socket Framing	65	Sheet Iron	
Socket Corner	65	Nos. 10 to 14 com. smooth	com.
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	40
Files—New List		Loaded with Nitro Powder	40&10
New American	70&10	Shot	
Nicholson's	70	Drop	1 50
Heller's Horse Rasps	70	B B and Buck	1 75
Galvanized Iron		Shovels and Spades	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	First Grade, Doz.	8 50
List 12 13 14 15 16	17	Second Grade, Doz.	8 00
Discount, 65 10		Solder	
Gauges		1/2@3/4	21
Stanley Rule and Level Co.'s	60&10	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Glass		Squares	
Single Strength, by box	80&20	Steel and Iron	65
Double Strength, by box	85&10	Tin—Melyn Grade	
By the Light	80&10	10x14 IC, Charcoal	\$ 8 50
Hammers		14x20 IC, Charcoal	8 50
Maydole & Co.'s, new list	33 3/4	20x14 IX, Charcoal	9 75
Yerkes & Plumb's	40&10	Each additional X on this grade, \$1.25.	
Mason's Solid Cast Steel	30c list	Tin—Allaway Grade	
Hinges		10x14 IC, Charcoal	7 00
Gate, Clark's 1, 2, 3	60&10	14x20 IC, Charcoal	7 00
Hollow Ware		10x14 IX, Charcoal	8 50
Pots	50&10	14x20 IX, Charcoal	8 50
Kettles	50&10	Each additional X on this grade, \$1.50	
Spiders	50&10	Boiler Size Tin Plate	
Horse Nails		14x56 IX, for No. 8 Boilers, } per pound..	10
Au Sable	40&10	14x56 IX, for No. 9 Boilers, }	
Putnam	5	Traps	
House Furnishing Goods		Steel, Game	75
Stamped Tinware, new list	70	Oneda Community, Newhouse's	40&10
Janned Tinware	20&10	Oneda Community, Hawley & Norton's	65&10
Iron		Mouse, choker, per doz.	15
Bar Iron	2 25 c rates	Mouse, delusion, per doz.	1 25
Light Band	3 c rates	Wire	
Knobs—New List		Bright Market	60
Door, mineral, jap. trimmings	85	Annealed Market	60
Door, porcelain, jap. trimmings	1 00	Coppered Market	50&10
Lanterns		Tinned Market	50&10
Regular 0 Tubular, Doz.	5 25	Coppered Spring Steel	40
Warren, Galvanized Fount	6 00	Barbed Fence, Galvanized	3 20
Levels		Barbed Fence, Painted	2 90
Stanley Rule and Level Co.'s	70	Wire Goods	
Mattocks		Bright	75
Adze Eye	\$17 00. dis	Screw Eyes	75
Metals—Zinc		Hooks	75
600 pound casks	7 1/2	Gate Hooks and Eyes	75
Per pound	8	Wrenches	
Miscellaneous		Baxter's Adjustable, Nickeled	30
Bird Cages	40	Coe's Genuine	30
Pumps, Cistern	70&10	Coe's Patent Agricultural, Wrought	70&10
Screws, New List	80	Aluminum Money	
Casters, Bed and Plate	50&10&10	Will Increase Your Business.	
Dampers, American	50	GOOD FOR 10 IN MERCHANDISE	
Molasses Gates		THE LIVINGSTON COAL COMPANY	
Stebbins' Pattern	60&10	Cheap and Effective.	
Enterprise, self-measuring	30	Send for samples and prices.	
Pans		C. H. HANSON,	
Fry, Acme	60&10&10	44 S. Clark St., Chicago, Ill.	
Common, polished	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages 1/4 per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	60		
Salota Bench	50		
Sandusky Tool Co.'s, fancy	50		
Bench, first quality	50		

Village Improvement

Advantages of Finger Boards and View Points.

I am a farmer, and, as you perhaps know, farmers are very apt to look at the utility side of a problem. We remove a tree if it affects our hills of corn, but I like to come in contact with people who think more of the tree than they do of the corn.

A few years ago four young men, of whom I was one, were approaching Lake Windemere from Lake Ulswater, and on reaching the crown of the hill two of us coasted down like lightning, but the other two were more cautious and took a slower pace. Part way down the hill we came upon a sign which read in this wise: "Lake Windemere is in front. To the right is Grasmere and the burial-place of Wordsworth." Thus we were directed to a beautiful view of the lake, and saw other places of interest which we should have inevitably passed by unnoticed had it not been for one little sign.

Previous to this incident we were wheeling out from Glasgow and came to a pile of masonry across the river. Not having posted ourselves with Baedeker, we were ignorant of its name, but there was a sign which read, "The castle opposite is Dumbarton," and that sign was worth much to us. Later we climbed Ben Lomond. To the south lay Loch Lomond, to the east of us Loch Katrine. We would have given a good deal for a finger board just at this point to indicate five or six places that we were in doubt about. Then when we wished to cross the upper end of Loch Lomond we were told to climb a certain hill about so far, then wave our hands, and a man on the other side of the lake would come to row us across. But we found ourselves at a loss where we should wave; we tried it, but there was no response from across the water. On looking around us, however, we saw that fires had been built upon the ground, so we concluded that here was the way to bring our boatman, and we tried it, with success. How convenient a finger board with directions would have been right there, although perhaps the other method is a good thing to tax the traveler's powers of observation!

The Cyclist Touring Club of England has done a wonderful work in putting up little placards here and there along the routes; the bits of scenery, danger points, good roads, are all pointed out with clearness and precision. We were told to look up a manor near London called Dropmore. Taking our wheels in, we found a marvel of finger boards and view points and labels. It is not pleasant for a stranger to be obliged perpetually to ask questions, and here not a question did we have to ask. We found labels not only on an interesting tree, but a finger post made it impossible for us to pass the tree unnoticed.

Later on, in Weisbaden, Germany, I remember we found in a beautiful forest a finger point with no wording upon it. Following its direction a little way, we came upon a wonderfully beautiful vista which would have quite escaped our notice had it not been for the obliging finger.

Subsequently, in Switzerland, on Pilatus and the Righi we found finger boards giving information as to inclines, elevations, and other matters of interest. Under the trees at Interlachen is a little board which tells one just what mountains are to be seen from that

place, and which one was reforested by Kastover, something which I wanted very much to know. Everywhere through the Alps we found finger posts giving bits of interesting and valuable information. Climbing over the Swiss side of the Juras, we found, at frequent intervals where we stopped to rest, boards giving the heights of mountains and the views to be seen.

The forestry department at Kew furnishes the most accurate and satisfactory labeling of any place I know. There you are given just the information that you desire, and nothing more, in making a cursory visit to the grounds.

In the average American state fair the placards are ugly and often larger than the exhibit itself. To be satisfactory, they should be in good taste and give the desired information.

Passing from the signs that are necessary as mediums of information, let me add a few words to what has been said in regard to the obtrusive advertising board. It is a well-known fact that as one sails up the harbor of New York there is a certain point where one letter in the sign advertising a soap hides the whole city from view. At the falls of the Genesee the most distinguishing and conspicuous characteristic is the board proclaiming a certain brand of chocolate. It is the same story at Horse Shoe Bend, Pa., where the beautiful scenery is marred by the desecrating billboard. Throughout all England, at the stations, on busses, and on street cars, the most important sign to travelers is the least conspicuous, owing to the abundance and obtrusiveness of advertising boards.

I have often had difficulty in discovering just what street I was on, owing to the scarcity of street signs; but I have observed frequent notices telling me not to spit on the sidewalks. In my own city and many others there is great difficulty to be encountered in finding house numbers, especially in the evening. It is of the utmost importance to strangers that this numbering should be clear. There is all too often, also, a paucity of information in the country, names of roads and distances seldom being given proper attention. Occasionally near my own town, one sees a mile post adorned with "Five miles from ---'s sewing machine office," I will admit, a useful piece of information, but why should not this duty be performed by the municipality within whose jurisdiction the need arises? Introduce a resolution in your town meeting asking to have the streets and roads of the town named and recorded in the town books, and this will act as an entering wedge to start people's interest. Then simple signs and finger posts will follow, and next year every town near you will have them. Then, again, in passing through the country we often see a pretty stream and wonder what its name is. How easy for the town to put up a small sign to indicate it!

Get small municipalities and especially the railroads interested in this movement. These latter can do much for the country by keeping advertising signs away from their property, and also by ingenious and attractive arrangements giving information as to the section of country passed through. This would add to the attractions of such railroads, which often spend thousands of dollars on mere advertising.

Cities and towns might easily place names upon objects of interest which the traveler sees as he passes through the place, but this should be done in a

modest way that will comport with architecture or scenery.

One criticism that I constantly made at our World's Fair was that there was no distinguishing method of naming the buildings which we saw as we went along. Most of us want to know the name of anything that interests us, and I believe that a name adds value.

Charles W. Garfield.

Must Be Printed in Bold Type.

Food Commissioner Grosvenor recently asked the Attorney-General for his opinion on the law requiring manufacturers to label all packages containing mixtures or compounds with their name, and the Attorney-General has prepared the following statement, which will be of general interest:

When each and every package of a mixture or compound contains the name and address of the manufacturer as a compliance with the provisions of law, such name and address should be placed on each and every package in such a manner as not to deceive the purchaser, and in as conspicuous a position, with size and style of type as any other matter generally appearing on the package. Anything short of this would fail to comply with the intent of the Legislature.

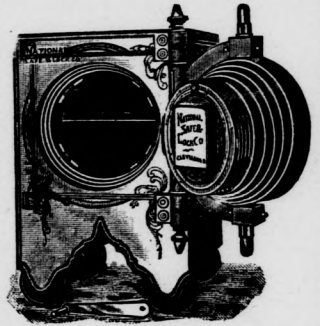
A suit may result against a certain manufacturer of catsup whose name appears on the label in such fine type as to be almost indiscernible to the naked eye.

A Romance Ended.

"When are you going to marry the floorwalker?" asked the girl behind the catsup counter.

"Oh, that's off," said the girl in charge of the sugar counter. "He says we can't afford to marry on my salary, and he needs all his own to support the dignity of his position."

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.

BOUR'S COFFEES MAKE BUSINESS

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

Fruits and Produce.

How the Peddler Interferes With the Grocer.

Written for the Tradesman.

It was a hot day and the grocer was in a savage mood when I laid my card before him.

"Sit down," he said. "The wind is in the east, as Jarndyce would say, and I want some patient being to unload on."

For an hour or more he made acrimonious remarks regarding the sugar market, the mutability of fruit and vegetables when consigned to a display stock under a white awning with an August sun pouring warm upon it, and, in short, about the grocery business in general.

And unto this disgusted merchant came a small boy, drawing on a play wagon a bushel basket about three-fourths full of apples.

My friend snorted with rage when the youngster overturned a basket of corn and a box of butter beans in yanking his awkward vehicle up the one step which stood between the level of the pavement and the store floor, and when the lad came rumbling down the alley between the counters with his wagon, whistling and looking as if he owned the place, he fairly foamed with just indignation.

"Here, boy, what do you want?" demanded a clerk.

"Ah, go on!" drawled the boy, going on himself by way of example.

"You get out of here with that wagon," said the clerk, taking his cue from the lowering face of the proprietor.

"W'en youse wake up," said the boy, "tell me w'at youse been dreaming about."

The clerk walked around the end of the counter to head the urchin off, but he was too late. The specimen of Young America had gained the rear end of the store and stood before the proprietor.

"What do you want?" demanded the merchant, recognizing in the boy the son of an occasional cash customer.

"Marm wants you to take these apples back," was the reply, "and she wants the money."

The merchant took an apple from the basket and examined it.

"She wants the money, does she?" he asked.

"Yep."

"When did she get these apples?" was the next question.

"Dunno."

"Did she order them herself?"

"Nope."

"Who did?"

"Dad."

"So Dad ordered them, did he?" said the merchant, looking as if he would very much like to be alone with that fresh boy on the lonely bank of some quiet stream. "And why doesn't Dad want to keep them?"

"'Cos Marm bought some of a peddler, that's why. You give me my money."

"Where are the rest of the apples?" asked the merchant, with a sly wink in my direction.

"Dunno."

"Is that all you got for a bushel from the peddler?"

"Didn't git 'em of no peddler."

"But, my son," said the grocer, "I haven't handled that variety or grade of apples this year. These are the apples your mother bought of the peddler. They are all damaged."

"Ah, you're talkin' t'rough yer hat," said the young tough, making imaginary figures on the floor with one brown foot.

"You go home," said the merchant, "and bring back the full bushel of apples that I sold your father and I'll give you back the money he paid for them."

"You give me my money."

"Run along, now, with your wagon." The boy backed his vehicle against the counter and tried to tip its contents on the floor.

Then the merchant arose in his wrath. Seizing the screaming urchin by the neck he marched him to the front of the store and dropped him into the street. Then he drew the wagon out and set it beside him.

"If you come here again to-day," he then said, "I'll call an officer and give you in charge."

"You give me my money," howled the boy.

The merchant went back to his desk, and, after howling himself hoarse and collecting a crowd of loafers, the boy went away with his collection of stale fruit.

"There," said the merchant, after a time, "there was a conspiracy for plunder in a small way. The boy's mother bought those apples of one of those howling maniacs who go about the streets selling stale and damaged fruit. When she got the apples into the house and saw how she had been swindled, she doubtless conceived the idea of unloading them on me. Sharp trick, eh? Only it didn't work."

"You'll probably have the mother on your neck before long," I suggested.

"She'll receive a lesson in honesty if she does come," was the reply. "I wish these rascals who go about the city selling fruit and vegetables were obliged to pay a license fee and give bonds for good behavior. There are some honest ones, of course, but the most of them are little better than tin horn gamblers. They watch for a chance to buy damaged articles for almost nothing and then go out with a rush. Some of them have two or three wagons."

"Do they pay a license?" I asked.

"In some towns they do. They pay a dollar here, I think; that is, unless they claim to be selling their own crops. Then they pay nothing. Some of the fruit they sell is actually detrimental to health. Their vegetables are often no better. I know a lady who invested the savings of weeks in a winter supply of potatoes last fall and had them rot on her hands. The potatoes had all been touched with frost."

"She will know better next time," I said.

"I doubt it," was the reply. "Some humbug will tell her a good story, sell five cents below the market, give short measure to save himself and get her money. If for no other reason, these street merchants should be suppressed because of the noise they make. It is often disgraceful. And their horses are a sight to behold. If the humane society did its duty, most of them would be horseless."

"Go to the Common Council," I suggested.

"A lot of cheap tricksters," was the disgusted reply. "They are after the huckster vote. No, there is no hope there. We've got to endure it, that's all." Alfred B. Tozer.

People who give open-air entertainments should have some understanding with overhead weather.

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 High Street East, Detroit, Mich.

Directly Opposite Eastern Market.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Aug. 11.—The coffee market has had its ups and downs during the week and at the close the condition of affairs is hardly as favorable for the seller as when last reported. Foreign advices have been favorable to a higher rate, but the local market has been apathetic and at the close Rio No. 7 is not quotable above 9½¢. In store and afloat there are 687,348 bags of Brazil coffee, against 1,208,016 bags at the same time last year. The arrivals at Rio and Santos have shown no increase and altogether the outlook just now is rather in favor of the buyer. The market for mild coffees has been steady and while purchases have not been large, the amount of business in the aggregate is quite satisfactory. Only an everyday trade is being done in East India coffees, the quotations on which are practically without change.

The demand for teas is quiet and supplies are rather light, so far as spot holdings are concerned. Prices are fairly well maintained. Buyers of lines are holding off and, in fact, both sides appear to be waiting for developments in China.

It was reported Thursday that if the purchasers of Lion coffee would double their purchases, there would be an additional 1 per cent. off in the rebate offered jobbers buying sugar from the American Sugar Refining Co.—rebate on sugar, not coffee. The volume of new business going forward is not large; but there is a fairly steady demand and it has increased within forty-eight hours. Some soft grades have been shaded from 5 to 10 points, but, aside from this, the market is unchanged.

The demand for rice is somewhat limited and offerings are rather light, so that one may travel far in the trade without finding an item of interest. Buyers take only enough to keep up broken assortments, and the sellers do not appear to care whether they do much or not. There has been some trade in foreign sorts, fancy Japan being quotable at 5¢. Prime to choice Southern, 5½¢@5½¢. Exporters are doing a little in low grades.

The molasses market is as quiet as can be and scarcely a bit of business has been done during the week. Possibly the tremendous hot spell has something to do with it, but, whatever the reason, there is no life to trade. Stocks are light, however, and prices are quite firmly maintained at unchanged quotations. Sales of syrup have been made at full rates, although the market lacks vim, as might be expected in August.

There is a steady if somewhat slow growth to the canned goods trade and all hands interested appear to be satisfied at the direction matters are taking. The output of canned goods seems to be lighter than was anticipated and, with a good demand and one that is likely to grow constantly better as the fresh fruits drop out, the outlook for canners is not at all gloomy. Tomatoes are worth here from 77½¢@85¢ for Jersey goods, the latter for extra goods. Prices for almost all articles are firmly held.

Lemons have taken on a new lease of life, owing to the heated term, and prices have climbed with the thermometer. Sicily fruit, 300s, is quotable at \$5.25@6.50; 360s, \$4.50@5.50. Oranges are scarce and the demand is sufficient to keep the market well cleaned up. Valencias are held at \$5@5.75 per box. Larger receipts of bananas have sent rates down somewhat and firsts are now worth, per bunch, for Aspinwalls, \$1.10; Cubans, \$1.20; Sevilles, \$1.45@1.50. Pineapples are quiet and unchanged.

In dried fruits there is nothing of interest to report. Fall trade has hardly opened. Buyers are waiting and sellers are making no special effort. Prices, so far as can be judged, are firm and currants are well held at a fractional advance—7½¢ in bbls.; 8¼¢@8¾¢ for cleaned in bulk.

The bean market is without special change. The demand is very light and the situation is a waiting one.

Light arrivals and good demand have been two factors which have sustained the butter market at unchanged prices. Best Western creamery is still held at 20¢; thirds to firsts, 17¢@19½¢; imitation creamery, 16¢@18¢, the latter for fine goods and the former for medium. There is little enquiry at the moment for imitation creamery except for the very best. Factory butter is about steady, with a range of 15¼¢@16½¢.

The cheese market has gathered strength and at the close seems to be in sellers' favor. Large size, full cream cheese is worth 9½¢, and small to 10½¢ for a fancy grade.

There is a fair demand for eggs that will stand close inspection, but the arrivals show a large share of stock which is sold for what it will bring and, upon the whole, the situation is rather shaky. Western stock sells from 14¢@15¢.

Apples are in liberal supply and worth \$1.25@2 per bbl., the latter for hand picked. Peaches are arriving freely and sell for \$1.25@2 per carrier for Georgia and \$1@1.75 for Carolina. Some choice peaches from Arkansas have sold for \$2.25 per carrier. Watermelons are plenty and range from 8¢@25¢ each. Potatoes are in free receipt and sell for \$1.12½¢@1.37½¢ per bbl. for Long Island and \$1@1.25 for Jerseys.

Meeting of Michigan Produce Shippers' Association.

Detroit, July 11.—The third annual convention of the Michigan Produce Shippers' Association will be held at Fellowcraft Hall, Detroit, Wednesday, Aug. 29. A very interesting programme has been prepared for the occasion, as follows:

Report of President—E. A. Moseley.
Report of Treasurer—W. H. Lovely.
Report of Secretary—R. R. Bane.

Committee Reports—On transportation, by C. G. Freeman; on legislation, by E. C. Roberts; on grievances, by O. M. Carpenter; on membership, by C. R. Bailey.

The Social Phase—A. L. Baker, Minneapolis, Minn. Discussion by F. E. Kelsey, Caro.

The Need of Organization—Frank Ferrin, Rochester, N. Y. Discussion by J. A. Heath, Lennox.

Market Gluts—Sanford W. Buck, Gaylord. Discussion by J. B. Balch, Kalamazoo.

The Sieve, Cylinder and Table—J. C. Morgan, Traverse City. Discussion by C. H. Wells, Greenville.

Freight Overcharges—F. A. Rockafellow, Carson City. Discussion by H. E. Moseley, Grand Rapids.

Seed Potatoes—E. E. Parkhurst, Presque Isle, Me. Discussion by C. C. Emerson, St. Paul, Minn.

Forecast, 1900—E. L. Cleveland, Houlton, Me.; C. L. Randall, Oxford, Mich., and L. Starks, Plainfield, Wis.

Receiving Potatoes—G. S. Fisher, Columbus, Ohio. Discussion by D. O. Wiley, Detroit.

Dead Beats—H. L. Preston, Chicago. Discussion by E. A. Stowe, Grand Rapids.

Trolley Party.

On Thursday, Aug. 30, the organization of the National Produce Shippers Association will probably be accomplished. A preliminary meeting will be held at 10 a. m., at which time addresses will be made by the following representative shippers:

E. E. Parkhurst, Presque Isle, Me.
Frank Ferrin, Rochester, N. Y.
C. L. Randall, Oxford, Mich.
S. Starks, Plainfield, Wis.
G. H. Skallerup, Chicago, Ill.
A. M. Penney, Waupaca, Wis.
S. H. Hall, Minneapolis, Wis.

These addresses will be followed by the appointment of committees on resolutions, constitution and by-laws and nominations.

In the afternoon the reports of the committees will be received and acted upon, followed by a boat ride in the evening.

Favorable responses have been returned to all enquiries relating to a National organization without a single ex-

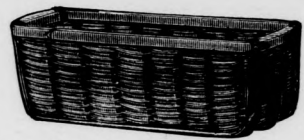
ception. This is certainly encouraging. Come and bring your competitors and neighbors. The conditions certainly favor organizations at present if ever. Will you come and assist, or will you continue to submit to the unceasing grind and extortion with which the trade is infected? Did you ever have a car rejected on a declining market? If so, you are invited. Are you ever troubled with insomnia during "the season?" If so, come. We likewise certainly recognize as many ills in loading and shipping as in receiving—in the consignor as well as consignee. Come.

Rates will not exceed one fare for the round trip and will probably be one cent per mile, granted the Knights of Pythias. Tickets good coming August 25 to 28, returning to September 5, or, on payment of 50 cents, extended to September 14.

Entertainment will have to be secured in advance, on account of the large crowd incident to the occasion.

R. R. Bane, Sec'y.

Ballou 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.

WANTED—EVERY DEALER IN EGGS, butter and poultry to write for prices or make a trial shipment to the leading produce house on the Eastern market. SCHAFFER, BERNS & Co., 398 E. High St., Detroit, Mich.

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.

EGGS! EGGS! EGGS!

The weather is too hot to ship eggs a long distance. Ship them to Phelps, Brace & Co., Detroit, where they will be sold promptly at top prices, and you will get prompt returns, with little or no loss off. If you want egg crates, write or wire us at once. We are doing better for you on eggs at the present time, than any house in the business.

Dairy butter of all kinds is in demand. Make us a good shipment of both eggs and butter this week, without fail.

PHELPS, BRACE & CO., DETROIT, MICH.

E. A. BRIDGE. Both Phones 1111.

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.

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.

EPIDEMIC OF MADNESS.

Men Everywhere Flying at Each Other's Throats.
Written for the Tradesman.

"The world is going mad."

It was in an interior town, and the talent of the place was assembled in the leading drug store.

I sat on an inverted packing case and listened, with no little interest, you may be sure, after such an introduction.

The proprietor laid down his pen.

"What do you mean by that?" he asked, addressing himself to the retired politician from whose lips the statement had come.

"What should I mean, save what the words imply?" asked the other, impatiently.

"But I don't quite catch the point," said the druggist, watching his pen rolling down the sloping desk until it fell to the floor. "The statement is important, if true."

"Wheels," said the blacksmith.

"How often has he journeyed up the winding stairs to-night?" asked the painter.

"What are you people talking about?" demanded the retired politician. "I said the whole world was going mad, didn't I? Well, do you fellows ever read the daily papers?"

The druggist pleaded guilty to the market reports, while the painter mumbled something about the personals.

"It is just as I supposed," said the retired politician, with a smile superior. "You read the papers, and you will soon see what I mean."

"For instance?"

This from the druggist.

"China."

"Yes."

"New Orleans."

"Yes."

"The St. Louis strike."

"Yes."

"To say nothing of the increased activity in Africa and Luzon."

"At it again, are they?" asked the painter.

"And the murder of the king of Italy and the attempted murder of other rulers," continued the retired politician. "I tell you that men are crazed by atmospheric conditions, planetary influence or something of the sort. To repeat the statement, the world is going mad."

"Well," said the blacksmith, with a sigh, "it isn't my world."

"There is no joke about this," said the retired politician. "The very devil seems to be in the blood of mankind this year. Every day brings a new record of crime against life and property. I tell you there is something in the air. Look at that riot on the corner of Twelfth and Halstead, Chicago. It took forty-five policemen to capture a woman and her friends."

"Anarchists," said the druggist.

"Of course. But when has the red flag shown itself before? Now it is being lifted the world over. It's in the blood, I tell you. Yes, in the blood. People can't help it. Before December the world will be one great battlefield."

"If there is some mysterious influence for evil in the air," said the druggist, "we've got it good and plenty, for it reaches from the negro huts at New Orleans to the tent of the Boxers in China."

"It may be the planets," said the blacksmith. "I noticed, the other night, that they had a strange and unusual appearance."

"What did your wife say when you got home?" asked the painter. "Could you make her believe that it was all the fault of the planets?"

The blacksmith cast an indignant look at the painter, but said nothing.

"Oh, you boys may have all the sport you wish," said the retired politician, "but I had no notion of humor or exaggeration when I said the world was going mad. You keep track of the news for one week and you will think just as I do."

"Trouble is piling up pretty fast, and that's a fact," said the druggist, "but it doesn't seem possible that violence has become epidemic."

"It looks that way," said the retired politician. "If a peculiar condition of the atmosphere can affect the body, why shouldn't another condition of equal potency affect the mind? See here, you are a druggist. You know very well that you can prepare the atmosphere of a room so as to affect its occupants in any way you choose. You can put them to sleep or you can set them to laughing. I presume, too, that you could set them by the ears if you chose."

"I presume so," said the druggist.

"And you would use only natural agents. Now, take the great laboratory of Nature. How do we know what she has been compounding all these years? We know that at any time chemical changes may take place which would utterly revolutionize the life and habits of man."

"I think," said the painter, "that no more chemical changes will take place here to-night, so I will go home."

He cast a longing eye up the winding stairs as he spoke.

The druggist smiled and rattled the keys in his pocket.

"Suppose," continued the retired politician, "that some great change in the atmosphere of the earth should occur. Suppose that change should consist in the removal of the gases which now feed ambition and lead on to the higher civilization. Our cities would fall to ruins and forests spring up in our fields."

The druggist arose and began turning down the lights.

"You won't sleep well if you excite yourself," he said gently.

"And that," resumed the retired politician, "brings me back to the point. Such a change has taken place. Everywhere men are flying at each other's throats. Yes, at each other's throats. As I stated before, the world has gone mad; and the madness will increase. It's in the air. Planet or atmosphere, I don't know which, but it's epidemic."

And the druggist stepped outside and waited for his guests to pass out.

Alfred B. Tozer.

How to Pack Eggs For Long Keeping.

The yolk of the egg spoils much quicker than the white. For this reason it is important that the yolk should be surrounded with a layer of the white. If the egg is placed on the side or large end the heavy yolk will settle to the bottom and come in contact with the shell, which admits the air. If it is placed on the small end it will always have a layer of white between it and the shell. Eggs absorb odors easily, therefore only odorless materials should be used when packing them.

Strangeness of City Life.

A little girl whose parents had recently moved to another city, and who is now enjoying her first experience in living in a block, thus described it in a letter to another child: "This is a very queer place. Next door is fastened on our house."

American Consumption of Fruits.
From the Philadelphia Ledger.

The American people are frequently accused of eating too much meat, but they must eat a great deal of fruit, too, as the statistics of California fruit culture indicate. That State has shipped East so far this season 3,056 carloads of deciduous fruits—principally, it is to be presumed, apricots, plums and pears, as those are the varieties in season. This is 255 carloads more than were shipped in the same time last year, and these are only the less important fruits. The apples, peaches and grapes are yet to come. Adding to these the products of all the other states, and then citrus fruits and the melons, it will be seen that the consumption of this kind of food in this country is enormous.

Lively in Imagination.

Bridget O'Hoolihan, an elderly Irish cook, had been induced to go to a quiet little suburban town to live in a wealthy gentleman's family. Two weeks after

her arrival she declared her intention of returning to the city.

"Why do you leave us, Bridget?" asked her mistress, in a grieved tone; "we pay you the very highest wages."
"Ye do, ma'am, an' yer a perfect leddy. Oi'm not lavin' troo anny fault av de fam'ly, but this place is such a dead old place, wid no chance to do anything loively in it, that, begorry, oi have to mek up a pac o' lies iv'ry toime oi go to confession, or oi'd have nothing to confesh!"

Marvelous Loyalty.

"Do you think your sister likes me, Tommy?"
"Yes, she stood up for you at dinner."
"Stood up for me! Was anybody saying anything against me?"
"No; nothing much. Father thought you were rather a donkey, but she got up and said you weren't, and told father he ought not to judge a man by his looks."

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. ESTABLISHED 1886.
New York, 874 Washington st.
Brooklyn, 225 Market avenue.

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

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

58 AND 60 W. MARKET ST.

121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.

Quotations on our market furnished promptly upon application.

The Meat Market

How the Meat Business Is Conducted in Shanghai.

In connection with the slaughter-house proper is a system of cattle sheds, in which cattle are kept for a certain length of time to undergo the necessary inspection before being taken to the abattoir to be slaughtered, and in the construction of these sheds, which will accommodate hundreds of head of cattle, the same care and regard for cleanliness and convenience are displayed as in the other buildings of the system. At the present time there are rules governing the management of the cattle sheds, such as inspection and fees for slaughter. After cattle have passed the necessary inspection at the sheds while alive they are taken to the abattoir and killed, after which the meat and internal organs are thoroughly inspected, and if everything is found to be in perfect condition, the meat is stamped with the official municipal "Chop" in such places that all cuts of the meat may possess the mark. If the meat is tough, the animal being old, a different mark is put on, called the "Stallman's chop," in which case it can be sold only in the open market and not in the butcher shops. If the animal is found, post mortem, to have been diseased the carcass is condemned and removed to the grease shop, so that any meat bearing either of the official "chops" may be thoroughly relied on, although that with the "Stallman's chop" is inferior to the other.

To show the number of animals slaughtered during the year, and the extent to which the abattoir is used, we will quote the following figures for the year 1896: Oxen, 11,381; sheep, 20,626; calves, 1,967; pigs, 725, making a total of 34,619 animals, an increase of 4,119 over the year 1895. Of this number 41 oxen, 17 sheep, 2 calves and 6 foreign-bred pigs were rejected as unfit for food. The health of the animals in the sheds during 1896 was good, only 33 oxen and 21 sheep being rejected.

After leaving the abattoir the meat is taken in carts to the various markets and shops for sale, but here again it is exposed to fresh sources of contamination. In 1891 the health officer, after an inspection of the butcher shops, reported as follows:

"The point which chiefly attracted my attention was the dirty condition of the ice chests in which the meat is at present stored. In winter the joints, etc., are hung around the shop, the coolies employed by the proprietor sleeping, more or less crowded together, on boards projecting from the walls above the meats. The market inspector tells me that when these houses are opened in the morning the atmosphere with which they are filled is simply insupportable, and I can well believe it. Under existing circumstances the inspector is able to exercise but little control over the management of these shops; if, however, the butchers were licensed, such matters as these just referred to could be easily put right.

"To prevent the sale of diseased meat in the shops from which foreigners derive their supplies, the inspector has at present only one resource—the immediate destruction of the carcass found diseased. This he effects by cutting it up in such a manner as permanently to disfigure it, rendering it easily recognizable again if exposed for sale in the market, but of course not preventing it

from being used as food by the natives, or by the Mohammedans, should they desire so to employ it. This proceeding is tolerably effective, but it is illegal, and fails to prevent the repetition of similar offenses by the same man. The only protection which the inspector had in the year 1891 against suits instituted at the mixed court for the recovery of damages by the butcher whose meat he had destroyed was the fear that the latter has of public exposure as a vender of bad meat."

These evils have now been remedied to a large extent, and all butcher shops and market stalls within the settlements are licensed by the municipal council, the following being the regulations governing them:

1. All shops and stalls where butcher's meat is offered or exposed for sale shall be licensed by the municipal council. The license fee shall be \$1 for one month, or for such part of a month as shall elapse until the license is withdrawn, payable in advance.

No. 2. No butcher shall be allowed to offer or expose for sale any meat which has not been prepared for the market at the municipal abattoir. The inspector shall have power to seize and confiscate any such meat, and he shall also seize and confiscate any meats marked "Stallman" which he may find in any butcher's shop.

3. All butchers' shops and stalls must be kept perfectly clean and otherwise in order to the satisfaction of the inspector of markets, who shall have liberty to visit them at all times. No butcher shall occupy a shop which the inspector thinks unsuitable for the sale of meats.

4. No other business shall be carried on in the same shop, and no coolies' benches or sleeping places will be allowed to be in the same place that meats are either sold or kept.

5. All stallman butchers must, after the closing of the market, deposit their unsold meats in the abattoir. If the meat is found in their houses it will be confiscated.

Thus we learn that in Shanghai, at least, where many Americans live, efforts are made to conduct the meat business along sanitary lines; but in other parts of the empire no such rules as have been quoted exist, and the Chinamen are as primitive—and as filthy—as they were in Shanghai twenty years ago.

In this country there are some Chinese butchers. New York City has only one. His name is John Kee, and his shop is at 10 Mott street. John makes sausage principally. In some makes of sausage he uses insides of sunflower seeds, after they have been ground to a powder. In addition to this, sugar and a brown oil called kipio is used. Great care is taken as to the shape given the sausages, when the meat is placed in the casings, which are also sent here from China. Some are made the full length of the casing; others are made into round balls, like big pills, while the cheaper grades are stuffed in regardless of result, and resemble the "knotty leg" seen on the stage, as made up by a burlesque comedian—just a series of bumps and knobs.—Butchers' Advocate.

The Weight of Milk.

It is generally estimated that a quart of milk weighs two pounds. But this is only approximate. It is safe to figure a quart at 2.15 lbs. One authority reduces it to a finer basis than this, and figures a cubic foot of milk at 64½ lbs. A cubic foot will make 7.495 gallons, and, taking this as a basis, we have the weight of one gallon as 8.6224, and carrying out the division we have the weight of a quart, 2.156 lbs. But milk rich in cream would weigh less than milk containing little cream, for the reason that the cream is lighter than the other elements in the milk.

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

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.

Healthy Trade and Healthy Customers

Your trade will be healthier and better if your customers recognize an effort to keep the best of everything. Say salt—better salt—best salt. Your customers' health will be better, too, and they will visit you oftener.

Diamond Crystal Salt

"The Salt that's All Salt"

is free from hurtful chemicals; it is a health promoter—purest by analysis and practical demonstration. The Table Salt is packed in boxes that keep it dry and clean; the Dairy Salt is in bags and barrels that keep it pure and flaky.

Let us send you our salt booklet.

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

Coupon Books for Meat Dealers

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

Tradesman Company, Grand Rapids, Mich.

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.

LAKE SHORE OUT.

Why It Deserted the Northern Mileage Ticket Bureau.

Saginaw, Aug. 11—I herewith enclose you a couple of letters, upon a subject that the traveling public of Michigan, especially the commercial travelers, are particularly interested in. You are at liberty to print them, especially the Ruggles letter, for the reason that the commercial travelers will feel more secure in their desire to have the Northern mileage book retained if they know that the Michigan Central—and, I might add, the P. M. and other important roads in Michigan—are favorable to its being retained. I also have letters from the Lake Shore, stating that the only reason for their change of ticket was a commercial reason, and not because they had any preference for the Central Passenger book; in fact, an intimation was made along the line of a query as to why our organization throughout the country does not work toward adopting the Northern mileage system of honoring the ticket on the trains. I do not know any better way, friend Stowe, that the Tradesman could do than to get our boys in Michigan to individually and collectively wake up the commercial travelers in Ohio, Indiana and Illinois to the point of demanding an interchangeable book to be honored on the train. This would do away with all of the friction now existing between the roads of Michigan and the roads of the above mentioned territory.

I certainly feel like congratulating ourselves on the fact that the Michigan roads appear to be alive to their own interests, in appreciating the wishes of their own profitable patrons, the commercial travelers. E. P. Waldron, Chairman Railroad Committee.

The letter to Mr. Ruggles to which Mr. Waldron refers was as follows:

Saginaw, July 26—A rumor has come to me that the Lake Shore & Michigan Southern Railway is contemplating withdrawing from the Northern Mileage Ticket Bureau. I trust this is not well founded, as I know it would be a great disappointment to the traveling public of Michigan to have the Northern mileage ticket in any way weakened by the dropping out of any of the prominent roads of Michigan, for it is certainly a fact that the traveling fraternity appreciate this particular form of a ticket and know that it was the Michigan roads which brought it about after a hard struggle, and they appreciate the part that the Michigan Central took, and especially yourself, in bringing it about; and, as I said before, they appreciate the whole thing, and take particular pride in pointing out to the traveling public in other states the advantages of the ticket given by the Michigan roads. I can not be too strong in urging you to use every effort in preventing any falling off of those who now form the Northern Association. I was told, however, that the Lake Shore had acquired the Lake Erie & Western Railroad, which operates through the territory governed by the Central Passenger Association, and asked permission to sell both kind of tickets. I can see no particular objection to that, providing they do not drop the Northern mileage ticket.

Kindly let me hear from you at once

upon this subject. I was about to write you in regard to the desirability of asking the roads to accept a sufficient amount of mileage from the Northern mileage ticket to pay for excess baggage. I think it would be another thing to make this already popular book even more popular. I feel, friend Ruggles, that, inasmuch as the Michigan roads have already become popular with the traveling public for their action in placing this book upon the market, they will receive further commendations at their hands by extending the ticket's usefulness. E. P. Waldron, Chairman.

The reply to this letter was as follows: Chicago, Aug. 7—On my return to the city I find your letter of July 26, and take the earliest opportunity of replying thereto.

The rumor to which you refer—that the Lake Shore & Michigan Southern Railway contemplates withdrawing from the Northern Mileage Ticket Bureau—has been realized and that withdrawal has taken effect. I quite share with you in the regret that you express at this action, but I think that I can assure you that the remaining members are firm in their adhesion to the existing form of interchangeable mileage tickets, which they all believe to be the best and most satisfactory form of mileage ticket that has yet been devised. Enough time has elapsed since the Lake Shore gave its first expression of this intention to minimize the seriousness of its effect, and I think it is generally understood by all interested that the withdrawal of the Lake Shore is not due to any dissatisfaction upon its part with the form of the Northern interchangeable mileage ticket, but simply because its general interests made it desire a closer affiliation with the other lines using the other form of ticket.

On the 30th ultimo we wrote to the representatives of all the other lines forming the Northern Mileage Ticket Bureau informing them of our advice from the Lake Shore, and saying:

"I trust this will not have the effect of creating any feeling of distrust on the part of the lines remaining in the Bureau, or that it will create any incitation for other lines to withdraw their membership, as I believe fully that the mileage ticket of the Northern Mileage Bureau carries all the protective features needed in the issuance of such a ticket. In addition to this security, the Northern mileage ticket has the approval of the commercial travelers and all other users of a mileage ticket, and that by reason of its liberal conditions it has had a tendency to hold the co-operation of the commercial traveler in the conservation of revenue to the railway companies, and I certainly hope, if any lines have at any time contemplated a change in their membership in the Northern Interchangeable Mileage Bureau, that before coming to any decision an opportunity will be given for a conference between all our lines."

As far as I have heard, this expression upon my part has met with a favorable reception by all of them; at the same time I think the effect would be greatly increased if you would re-enforce my own efforts in this direction by a letter from yourself to the different lines, for I think it desirable that the members of the Northern Mileage Ticket Bureau receive all the possible support.

The other points touched upon in your letter will receive careful consideration. There are certain objections to them and I am not prepared to say that they will prove practicable, but they certainly will not be overlooked.

O. W. Ruggles, G. P. & T. A.

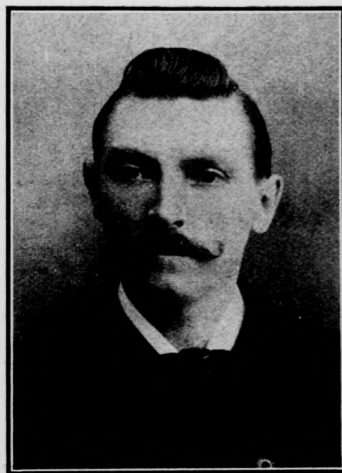
In a study of American politics which appeared in a recent number of the London Chronicle it was pointed out that out of twenty-five presidents of the United States all but one have been of British family origin. Fifteen, headed by Washington, came of English stock; three, including James Monroe, had Scotch ancestors; one, Thomas Jefferson, inherited pure Welsh blood, while five others traced their lineage to Scotch-Irish ancestry.

SUCCESSFUL SALESMEN.

David B. DeYoung, Senior Partner DeYoung & Schaafsma.

Dokkum, in the Netherlands, was this man's birthplace and the date of that to him important event was Oct. 5, 1858. The son of a wholesale grocer, in that thrifty town of the old country, it was natural that the boy, after taking the full course, in the high school, of commerce and language, including French and German, should take to trade, and so we find him at 17, his school days done, beginning life as a traveler for a wholesale grocery house in Dokkum, a position he held for five years. It is a good sign when a young man stays so long with his first employers.

Thinking then that he had had enough of trade, he entered the office of a notary public in his native town and, at the end of another five years, he



closed his career in the Netherlands and came to the United States, sailing at the age of 27 from Amsterdam.

Willing to begin life in this country on the ground and so build up from the foundation his commercial life, he entered the employ of the Morse Dry Goods Co. as porter, with a nickel as the beginning of his fortune. Six months as porter paved the way to the clerkship which then became his, where for two years he showed qualities so suggestive of ability to management that the end of that time found him manager of the crockery and glass department. Another two years saw him out of that position and into another, offered by the firm of H. Leonard & Son, of this city, that of recording clerk. Two years later he entered the employ of the Winegar Furniture Co., where another two years was spent.

Then, believing that his experience warranted the undertaking, he established himself as a manufacturers' agent, a business representing some of the largest manufacturers in the United States in crockery, glassware and lamps. Six months' prosperity sent the firm of DeYoung & Schaafsma into the Ledyard block for larger and more convenient quarters, and six months later, for the same reason, they moved again, to 112 Monroe street.

Mr. DeYoung is at home at 186 Williams street, where, with wife and two little girls, 6 years old and 3, he manages to get his full share of domestic happiness. That Mr. DeYoung is not wholly a home body is shown by the following membership: Knights of the Grip, Modern Woodmen of America, Knickerbocker Club, Trustee of the Holland-American Aid Society and Sec-

retary of the Ysclub Concordia. He is also one of the originators of the Boer mass meetings and a zealous worker for the Boer cause.

Gripsack Brigade.

St. Joseph Herald: W. H. Ricaby will be traveling salesman for Aiken, Lambert & Co., jewelers of New York, and George F. Cram, map publisher of Chicago.

The action of the Lake Shore, in deserting the Northern mileage book—the best traveling ticket ever invented, both from the standpoint of the railroad and the traveler—will very naturally meet the condemnation of traveling salesmen generally and result in their disriminating against the road in every way possible. A word to the wise is sufficient.

General Manager Hughart assures the Tradesman that he and his staff are fully convinced that the Northern mileage book is the most satisfactory book ever devised and that there is no reason why it should be abandoned or changed in any way, because it amply protects the railroads against imposition or misuse and meets the expectations of the traveling public.

John Watkins, Central Michigan representative for the Musselman Grocer Co., left Monday for New York, whence he sails to-day on the Teutonic for Europe, where he will remain a couple of months. He will first visit his parents—whom he has not seen for twenty years—at Nottingham, Eng. Later on he will make a tour of France, Germany and Switzerland. His route will be covered in the meantime by Ed. D'Ooge.

Cornelius Crawford, Vice-President of the Hazeltine & Perkins Drug Co., has but one besetting sin—he loves a horse and would rather witness a boss trot than listen to an Italian opera. His King Humbert won second money in the 2:27 trot at the Grand Rapids races last week, whereupon a Pennsylvania horseman offered \$850 for the nag. The horse was commended by the Chicago Horseman, whose reporter avers that the trotter is bound to make his mark on the race track.

J. J. Mahoney (Lansing), Michigan representative for the Patterson-Sargent Co., writes the Tradesman as follows: On Friday evening, Aug. 10, the traveling salesmen connected with the Cleveland office of the Patterson-Sargent Co. called upon E. N. Fenn, their manager, and presented him with a Turkish rocker. A. F. Furdoin made the presentation speech and spoke at length upon the pleasant relationship that existed between the house and the men. Mr. Fenn was overcome with surprise and responded briefly with much feeling, after which the party went for a lake ride on the City of the Straits.

Jackson Patriot: An enthusiastic meeting of the Knights of the Grip was held last evening and a resolution was adopted to invite the Michigan Knights of the Grip to hold the annual meeting in this city, providing suitable arrangements can be made with the hotels for the accommodation of the guests. A committee was appointed to visit the hotels and ascertain what arrangements can be made. Another meeting will be held at the Hibbard House two weeks from last night, when a report of the committee will be received. Every traveling man in the city, whether a member of the Knights of the Grip or not, is requested to be present at this meeting.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions

Sault Ste. Marie—Aug. 28 and 29.
 Lansing—Nov. 7 and 8.

State Pharmaceutical Association

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

Simple and Convenient Method of Filing Prescriptions.

Recognizing the disadvantages of pasting prescriptions in a large book, or in sticking them on a wire or stringing them on a cord, I have for some time been filing prescriptions by a method which has proven eminently satisfactory, possessing apparently none of the objections prevailing with other methods, and having much in the way of simplicity, convenience, and safety to commend it. The plan is as follows:

Before filing I ascertain the patient's name, where the physician has failed to include it, and write it plainly at top of the prescription, placing also, in addition to number and date, the price charged, and on reverse side any memoranda of procedure or data regarding any special preparation used, or other facts pertaining to the prescription which would be desirable to know in case it was repeated. It is then placed on a spindle on prescription counter, the top prescription, of course, always representing the last number. As often as two hundred prescriptions accumulate on the spindle they are simply lifted off, arranged uniformly, a rubber band put around them, and the prescriptions placed in pasteboard boxes measuring about 5x6 inches. They are labeled, showing plainly the number and date of the first and last prescription in the box. As the boxes accumulate they are stored on a shelf within convenient reach or in any easily accessible place, and as they are of uniform size, shape, and color they make a neat and systematic show.

Upon a prescription bottle being presented for repeat, the label on end of box will indicate at once just what box contains the prescription desired. This can be removed in a moment's time and placed on the counter or held in hand singly and separate from all other prescriptions. There is thus no large, bulky, unwieldy book to handle and take up room, no mass of prescriptions, soiled or mutilated from frequent and careless handling, spread out in array to confuse the mind or trip the eye. But just the one piece of paper, as free from all "entangling alliances" as when first brought into the store. After each repeat the prescription is dated and returned to its place in the box, and the box returned to its place on the shelf. The whole proceeding takes no more time than would be required to take down a book and open it and put it back, and has the advantage that no prescription need be handled excepting the one compounded.

I consider the practice of dating a prescription at each repeat a desirable one, as the paper will then show at a glance just how many times it has been compounded and on what dates, which information might at some time prove valuable.

The boxes used may be varied in material or size to conform to the ideas of the individual user and the size of blanks most generally in use by physicians of the locality and still adhere to the same principle. Plain, cheap pasteboard boxes may be used, or better and more expensive ones, as individual fancy dictates, although for appearance sake they should be of uniform size. The boxes have a telescopic cover and are reasonably strong and durable, but not necessarily expensive, as the matter of cost is another feature of advantage which this method possesses. I use a box $4\frac{1}{2} \times 5\frac{1}{2} \times 1\frac{1}{2}$ inches, filing two hundred prescriptions in each box.

Regarding the question of cost, a good book for pasting, containing 350 pages, size 13x18, will cost \$3, and will probably accommodate about 6,000 prescriptions, making the cost of filing 50 cents per thousand. A good book made for copying will cost \$3.50, with spaces ruled for five thousand, making the cost of filing 70 cents per thousand, besides the labor and time required in pasting or copying. I purchase boxes well suited for the purpose at the rate of ten cents per dozen. Therefore, by putting two hundred prescriptions in each box I file them at a total cost not exceeding five cents per thousand, and practically no labor required, as against 50 and 70 cents by the other methods, plus labor and time. And the results, I find, are far better in the essential points of simplicity, convenience, and safety.

John B. Dixon.

The Drug Market.

Opium—Is quiet at unchanged price.
 Morphine—Has again been advanced 10c per ounce.

Quinine—Is unchanged. American manufacturers refuse to make contracts at their present price. German manufacturers are 2c under American. The article is very firm and 40c quinine is looked for in the near future.

Carbolic Acid—Is very firm at the recent advance. Stocks are very small and the demand is large.

Cocaine—On account of higher prices for crude material, cocaine has been advanced 50c per ounce.

Cocoa Butter—Has been advanced about 4c per pound and is tending higher.

Glycerine—One manufacturer has announced an advance of $\frac{1}{2}$ c per pound. Other manufacturers refuse to accept contracts at old prices, and have made a fractional advance. The outlook is for higher prices.

Oil Cloves—Has been advanced $2\frac{1}{2}$ c per pound.

Natural Oil Sassafras—Is very firm.

Oil Bergamot—Has advanced and is tending higher.

Oil Cedar Leaf—Is very scarce and has again advanced.

Canary Seed—Has advanced and is firm, in sympathy with the primary market.

Caraway Seed—Has advanced, on account of the scarcity.

Sunflower Seed—Is scarce and tending higher.

Novelties in Soda Booklets Pay.

Good novelties in soda booklets are profitable mediums for advertising. If they have something attractive about their shape, or about their reading matter, or about their illustrations, that will make people look a second time at them, then they pay. It is not well to use "stock" booklets that your next-door neighbor has, but when you can get the option on a bright idea it pays to secure it if not too expensive.

Sensible Suggestions by a Successful Druggist.

Do business as near a cash basis as possible; discount your bills. Do not buy from every Tom, Dick and Harry that comes along. Concentrate your accounts, so that if anything does happen you can get accommodation and the whole town will not say, "He owes me so and so." Do not tell your troubles to the customers—they have some of their own. If you sell a thing at cost, make them think you are making money; they will think so anyway, no matter what you say. Guarantee all rubber goods and tooth-brushes, and when the customer comes for an exchange, do it as cheerfully as you sold it. Instead of resolving around on what things should be and moaning because they are not, take something for your liver and reach out after business. Nowadays you must go after it; keep chasing it; and don't forget that there is a fellow just ahead of you, and more of them just behind you. Study your advertising; but do not use church and lodge programmes, hotel registers, etc. Get out some neat, pl in circulars; do not try to get the history of China in them; have something to say, say it, and stop; send one out with each package; give them a fresh one now and then. Write letters to every physician in the vicinity; tell them something new; invite them to call and see your dispensing department; get them coming, keep them coming. Go after the nurses the same way; keep a record of them—when they are in and out; make them feel that you are interested in them and their patients; get blanks printed for them to keep records of their cases; supply them with printed lists of "wants" for obstetrical cases and operations; they will use them, and these little slips have brought back many times their cost. Clean and dress your windows at least once a week; have them fresh and attractive—good place to use signs. Sell only the best of everything; sell cheap; satisfy your customers; make them feel satisfied; refund their money if necessary; do it cheerfully. It is not what you can make off a customer the first time, but in keeping him coming, that pays. Keep your eye on that fellow just behind you.
 B. S. Cooban.

Refuse to Recommend or Employ Incompetent Clerks.

A cheap clerk will make a cheap store, and next to being a "cheap" man yourself, shun this as you would a plague. When you get hold of a good clerk, make it worth his while and make him want to stay with you. Encourage him to think for you and the store; encourage his ideas and original work and let him see that you appreciate him and value his work. But if he gets a "swelled head," either reduce the swelling or the clerk. It is really amazing the confidence and trust the average druggist reposes in a man he may know very little about; he will leave his store in charge of a clerk and go away for many hours, and never think how much damage may be done in this time by a churlish or ignorant man. Many an otherwise prosperous store has been ruined by poor clerks through ignorance, carelessness, rudeness, or intemperance, and many a proprietor has seen his best customers drop off one by one and never thought that the cause of his losses was the incompetent cad at his side. Be polite to your clerk and insist on politeness from him, and as part of this policy never

reprove a clerk before customers; it makes them lose confidence in him and you. Make your clerk understand that he represents you in your absence and require him to conduct matters just as you would yourself; then see that he does so by observation. Never keep a dishonest clerk. How many do so, saying, "Oh, he only steals fifty cents a day, and he is so pleasant to customers." How do you know but that he may be stealing more than fifty cents a day, and anyhow, it is your living? It sounds hard and harsh to say so in cold blood, but if druggists would league together and absolutely refuse to hire or recommend the lazy, ignorant, incompetent, drunken, dishonest clerks that the drug business is cursed with, it would be better for all concerned. If the worthless men were weeded out, the good men could earn a decent living, and it is these men of no account that are responsible for 99 per cent. of the mistakes and failings of the profession which they disgrace. Every druggist in the land can increase his profits by having none but thoroughly honest and reliable clerks in his employ, and they could be had, too, if the druggists insisted upon having them and would refuse to employ or recommend the ones found unfit for a druggist's career.—Frederick T. Gordon in Pharmaceutical Era.

An Improved Pill-Tile.

A German manufacturer has patented an improvement on the old-fashioned pill-tile that is likely to come into general use very rapidly. The material preferred by him for the body of the tile is celluloid, the shape remaining the same, and the improvement consisting of a triangular strip or projection along one or more sides. The object of this is to scrape off the unguents, etc., from the spatula, to lay the latter on when it is necessary to put it down, etc. Any one can attach a similar strip to his tile plate, using diamond cement or, in fact, any good cement for porcelain. A prism of glass (an old chandelier hanger) will answer admirably.

A druggist in Santiago, Chile received from a New Orleans house some toothache drops which were guaranteed by an advertisement on the label to cure aching teeth in ten minutes. A sufferer bought a bottle, tried the drops, and held his watch while he waited for relief. At the end of ten minutes the tooth ached as badly as ever. He had the druggist arrested, and he had to pay a fine of \$1,000 and was sentenced to three months in jail.

When the census figures are made public it is believed that one of the most interesting and gratifying conclusions will be that the growth of dense populations in the great cities has been checked very substantially within the last decade. The rapid transit made possible at a cheap rate by the electric cars has resulted in this beneficial dispersion of the population from overcrowded centers.

Goods should invariably be up to sample if permanent trade relations are desired.

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—Cocaine, Morphia, Canary Seed. Declined—

Table listing various drugs and their prices, categorized by Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, Potassium, Radix, Semen, Spiritus, and Syrups.

Table listing various drugs and their prices, including Menthol, Morphia, Sinapis, Selditz Mixture, Linsed, Red Venetian, Ochre, Yellow Mars, Seatsfoot, Spirits Turpentine, Paints, and Varnishes.

Advertisement for School Supplies, featuring the text 'School Supplies' in large letters, followed by 'TABLETS, 200 Styles, PENS and PEN HOLDERS, PENCILS, PENCIL HOLDERS, EXERCISE BOOKS, INK, CRAYONS, SLATES, ERASERS, SLATE PENCILS, SPONGES, Etc.' and 'Hazeltine & Perkins Drug Co., Grand Rapids, Mich.'

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED (Cove Oysters, Dried Currants, Cheese) and DECLINED (T. M. Shoe Blacking, Brooms, Cotostuet, Sisal Clothes Lines, Standard Pails).

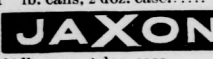
ALABASTINE (White in drums, Colors in drums, White in packages, Colors in packages) and AXLE GREASE (Aurora, Castor Oil, Diamond, Frazer's, IXL Golden).



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

AMMONIA (Arctic 12 oz. ovals, Arctic pints, round).

BAKING POWDER (Acme, Arctic, Egg, The "400", El Purity, Home, Royal).



QUEEN FLAKE (3 oz., 6 oz., 9 oz., 1 lb., 5 lb. cans).



BATH BRICK (American, English).

BLUING (Small 3 doz., Large, 2 doz., Arctic, 4 oz., Arctic, 8 oz., Arctic, pints).

BROOMS (No. 1 Carpet, No. 2 Carpet, No. 3 Carpet, No. 4 Carpet, Parlor Gem, Common Whisk, Fancy Whisk, Warehouse).

CANDLES (Electric Light, Electric Light, Paraffine, Paraffine, Wicking).

CANNED GOODS (Apples: 3 lb. Standards, Gallons, standards; Blackberries: Standards; Beans: Baked, Red Kidney, String, Wax; Blueberries: Standard; Clams: Little Neck, 1 lb., Little Neck, 2 lb.; Cherries: Red Standards, White; Corn: Fair, Good, Fancy; Gooseberries: Standard; Hominy: Standard; Lobster: Star, 1 lb., Star, 1 lb.; Picnic Tails; Mackerel: Mustard, 1 lb., Mustard, 2 lb., Soured, 1 lb., Soured, 2 lb., Tomato, 2 lb.; Tomatoes: Mustard, 1 lb., Mustard, 2 lb.; Buttons; Oysters: Cove, 1 lb., Cove, 2 lb.; Peaches: Pie, Yellow; Pears: Standard, Fancy; Peas: Marrowfat, Early June, Early June Sifted; Pineapple: Grated, Sliced; Pumpkin: Fair, Good, Fancy; Raspberries: Standard; Salmon: Columbia River, Red Alaska, Pink Alaska; Shrimps: Standard; Sardines: Domestic, 1/8, Domestic, 1/4, Domestic, Mustard, California, 1/8, French, 1/8, French, 1/4; Strawberries: Standard, Fancy; Succotash: Fair, Good, Fancy; Tomatoes: Fair, Good, Fancy).

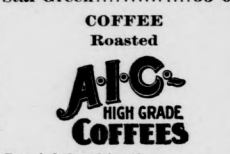
CIGARS (The Bradley Cigar Co.'s Brands: Advance, Bradley, Clear Havana Puffs, "W. H. B.", "W. B. B."; H. & P. Drug Co.'s brands: Fortune Teller, Our Manager, Quintette; G. J. Johnson Cigar Co.'s brand: S. C. W., Lubetsky Bros.' Brands: B. L., Gold Star, Phelps, Brace & Co.'s Brands: Royal Tigers, Royal Tigerettes, Vincente Portuondo, Ruhe Bros. Co., Hilson Co., T. J. Dunn & Co., McCoy & Co., The Collins Cigar Co., Brown Bros., Bernard Stahl Co., Banner Cigar Co., Seidenberg & Co., Feldon Cigar Co., A. B. Ballard & Co., E. M. Schwarz & Co., San Telmo, Havana Cigar Co., C. Costello & Co., LaGora-Fee Co., S. I. Davis & Co., Hene & Co., Benedict & Co., Hemmeter Cigar Co., G. J. Johnson Cigar Co., Maurice Sanborn, Boek & Co., Manuel Garcia, Neuva Mundo, Henry Clay, La Carolina, Standard T. & C. Co., H. Van Tongeren's Brand, Star Green).

COCOA (Webb, Cleveland, Epps, Van Houten, 1/8s, Van Houten, 1/4s, Van Houten, 1s, Colonial, 1/8s, Huyler, Wilbur, 1/8s, Wilbur, 1/4s).

CIGARS (The Bradley Cigar Co.'s Brands: Advance, Bradley, Clear Havana Puffs, "W. H. B.", "W. B. B."; H. & P. Drug Co.'s brands: Fortune Teller, Our Manager, Quintette; G. J. Johnson Cigar Co.'s brand: S. C. W., Lubetsky Bros.' Brands: B. L., Gold Star, Phelps, Brace & Co.'s Brands: Royal Tigers, Royal Tigerettes, Vincente Portuondo, Ruhe Bros. Co., Hilson Co., T. J. Dunn & Co., McCoy & Co., The Collins Cigar Co., Brown Bros., Bernard Stahl Co., Banner Cigar Co., Seidenberg & Co., Feldon Cigar Co., A. B. Ballard & Co., E. M. Schwarz & Co., San Telmo, Havana Cigar Co., C. Costello & Co., LaGora-Fee Co., S. I. Davis & Co., Hene & Co., Benedict & Co., Hemmeter Cigar Co., G. J. Johnson Cigar Co., Maurice Sanborn, Boek & Co., Manuel Garcia, Neuva Mundo, Henry Clay, La Carolina, Standard T. & C. Co., H. Van Tongeren's Brand, Star Green).



COFFEE (Roasted: Special Combination, French Breakfast, Lenox, Vienna, Private Estate, Supreme, Less 33% per cent. Rio: Common, Fair, Choice, Fancy, Santos: Common, Fair, Choice, Fancy, Peaberry; Maracaibo: Fair, Choice; Mexican: Choice, Fancy; Guatemala: Choice; Java: African, Fancy African, P. G.; Mocha: Arabian).



COFFEE (Roasted: Special Combination, French Breakfast, Lenox, Vienna, Private Estate, Supreme, Less 33% per cent. Rio: Common, Fair, Choice, Fancy, Santos: Common, Fair, Choice, Fancy, Peaberry; Maracaibo: Fair, Choice; Mexican: Choice, Fancy; Guatemala: Choice; Java: African, Fancy African, P. G.; Mocha: Arabian).

Package New York Basis: Arbuckle, Delworth, Jersey, Lion, McLaughlin's XXXX.

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

Extract: Valley City 1/4 gross, Felix 1/2 gross, Hummel's foil 1/2 gross, Hummel's tin 1/4 gross.

Substitutes: Crushed Cereal Coffee Cake 12 packages, 1 case, COCOA SHELS 20 lb. bags, Less quantity, Pound packages.

CLOTHES LINES: Cotton, 40 ft. per doz., Cotton, 50 ft. per doz., Cotton, 60 ft. per doz., Cotton, 70 ft. per doz., Cotton, 80 ft. per doz., Jute, 70 ft. per doz.

CONDENSED MILK (4 doz in case): Gall Borden Eagle, Crown, Daisy, Champion, Magnolia, Challenge, Dime.

COUPON BOOKS: 50 books, any denom., 100 books, any denom., 500 books, any denom., 1,000 books, any denom., Above quotations are for either Tradesman, Superior, Economic or Universal grades.

Credit Checks: 500, any one denom., 1,000, any one denom., 2,000, any one denom., Steel punch.

CREAM TARTAR: 5 and 10 lb. wooden boxes, Bulk in sacks.

DRIED FRUITS - Domestic Apples: Sundried, Evaporated, 50 lb. boxes.

California Fruits: Apricots, Blackberries, Nectarines, Peaches, Pears, Pitted Cherries, Prunelles, Raspberries.

California Prunes: 100-120 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 1/2 cent less in 50 lb. cases.

Raisins: London Layers 2 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, choice, L. M., Seeded, fancy.

DRIED FRUITS - Foreign Citrus: Leghorn, Corsican, Currants: Patras, cases, Cleaned, bulk, Cleaned, packages, Peel: Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx.

Raisins: Sultana 1 Crown, Sultana 2 Crown, Sultana 3 Crown, Sultana 4 Crown, Sultana 5 Crown, Sultana 6 Crown, Sultana package.

FARINACEOUS GOODS: Beans: Dried Lima, Medium Hand Picked, Brown Holland, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large.

Farina: 24 1 lb. packages, Bulk, per 100 lbs., Haskell's Wheat Flakes, 36 2 lb. packages.

Barrels: 50 lb. drums, Maccaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box.

Pearl Barley: Common, Chester, Empire, Grits: Walsh-DeRoo Co.'s Brand.



24 2 lb. packages, 100 lb. kegs, 200 lb. barrels, 100 lb. bags.

Peas: Green, Wisconsin, bu., Green, Scotch, bu., Split, bu.

Rollled Oats: Rolled Avena, bbl., Steel Cut, bbl., Monarch, bbl., Monarch, 1/2 bbl., Monarch, 90 lb. sacks, Quaker, cases.

Sago: German, East India.

Tapioca: Flake, Pearl, Pearl, 24 1 lb. packages.

Wheat: Cracked, bulk, 24 2 lb. packages.

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

FOOTE & JENKS' JAXON Highest Grade Extracts.

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



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

Jennings' Arctic: 2 oz full meas. pure Lemon, 75, 2 oz full meas. pure Vanilla, 2 00.

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

JENNINGS' FLAVORING EXTRACTS.

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

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

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

Perrigo's: Van. Lem. doz., XXX, 2 oz. obert, 1 25 75, XXX, 4 oz. taper, 2 25 1 25, XX, 2 oz. obert, 1 00 75, No. 2, 2 oz. obert, 75 2 25, XXX D D pchr, 6 oz, 1 75 1 75, XXX D D pchr, 4 oz, 1 75 1 75, K. P. pitehr, 6 oz., 2 25.

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

HERBS: Sage, 15, Hops, 15.

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

JELLY: 5 lb. palls, 1 90, 15 lb. palls, 42, 30 lb. palls, 70.

LICORICE: Pure, 30, Calabria, 25, Sicily, 15, Root, 10.

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

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

MOLASSES New Orleans: Black, Fair, Good, Fancy, Open Kettle, Half-barrels 2c extra.

MUSTARD: Horse Radish, 1 doz., Horse Radish, 2 doz., Bayle's Celery, 1 doz.

PAPER BAGS: Satchel Bottom, Union Square.

PICKLES: Medium: Barrels, 1,200 count, Half bbls, 600 count, Small: Barrels, 2,400 count, Half bbls, 1,200 count.

PIPES: Clay, No. 216, Clay, T. P., full count, Cob, No. 3.

POTASH: 48 cans in case, Babbitt's, Penna Salt Co.'s.

RICE: Domestic: Carolina head, Carolina No. 1, Carolina No. 2, Broken, Imported: Japan, No. 1, Japan, No. 2, Java, fancy head, Java, No. 1, Table.

SALERATUS: Packed 60 lbs. in box, Church's Arm and Hammer, Deland's, Dwight's Cow, Emblem, L. P., Sodio, Wyandotte, 100 lbs.

SAL SODA: Granulated, bbls., Granulated, 100 lb. cases, Lump, bbls., Lump, 145 lb. kegs.

SALT: Diamond Crystal, Table, barrels, 24 3 lb. boxes, Table, barrels, 40 7 lb. bags, Butter, barrels, 250 lb. bulk, Butter, barrels, 20 14 lb. bags, Butter, sacks, 28 lbs., Butter, sacks, 56 lbs.

Common Grades: 100 3 lb. sacks, 2 15, 50 lb. sacks, 2 05, 28 10 lb. sacks, 1 95, 56 lb. sacks, 40 40, 28 lb. sacks, 22.

Warsaw: 56 lb. dairy in drill bags, 30, 28 lb. dairy in drill bags, 15.

Ashton: 56 lb. dairy in linen sacks, 60.

Higgins: 56 lb. dairy in linen sacks, 60.

Solar Rock: 56 lb. sacks, 28.

Common: Granulated Fine, 1 05, Medium Fine, 1 10.

JAXON SOAP.

Single box, 5 box lots, delivered, 10 box lots, delivered.

JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd., Dome, Cabinet, Savon, White Cloud, Dusky Diamond, 50 6 oz., Dusky Diamond, 50 8 oz., Blue India, 100 lb., Kirkline, Eos.

Rub-No-More.

100 12 oz. bars, SEARCH-LIGHT, 100 big bars (labor saving), SILVER, Single box, Five boxes, delivered.

Scouring: Sapollo, kitchen, 3 doz., Sapollo, hand, 3 doz., Washing Tablets, I-V, per gross, 120 samples free.

SALT FISH Cod Georges cured... @ 5

Halibut Strips... @ 14

Herring Holland white hoops... 11 00

Mackerel Mess 100 lbs... 17 00

Trout No. 1 100 lbs... No. 1 40 lbs...

Whitefish No. 1 No. 2 Fam 100 lbs...

SEEDS Anise... 9

SPICES Whole Spices Allspice... 12

STARCH Kingsford's Corn 40 1-lb. packages... 6 1/2



Common Corn 20 1-lb. packages... 4 1/2

ENAMELINE STOVE POLISH No. 4, 3 doz in case, gross... 4 50

SNUFF Scotch, in bladders... 37

SODA Boxes... 5 1/2

SUGAR Below are given New York prices on sugars... 6 35

SYRUPS Corn Barrels... 19

Pure Cane Fair... 16

LEA & PERRIN'S SAUCE The Original and Genuine Worcestershire.

TEA Japan Sundried, medium... 28

Gunpowder Moyune, medium... 26

Oolong Formosa, fancy... 42

TOBACCO Sweeten Tobacco Co.'s Brands... 34

VINEGAR Malt White Wine, 40 grain... 8

WASHING POWDER Rub-No-More No. 9, per gross... 20

WOODENWARE Baskets Bushels... 1 15

Clothes Pins Boxes, 5 gross boxes... 65

Tubs 20-inch, Standard No. 1... 7 00

Wash Boards Bronze Globe... 2 50

Food Bowls 11 in. Butter... 75

YEAST CAKE Yeast Foam, 1 1/2 doz... 50

Crackers The National Biscuit Co. quotes as follows: Butter Seymour... 6

Oyster Faust... 7 1/2

Sweet Goods-Boxes Animals... 10

Fruit Pickled Honey... 12

Oysters in Cans F. H. Counts... 40

Grains and Feedstuffs Wheat 62

Wheat Winter Wheat Flour Local Brands Patents... 4 50

Spring Wheat Flour Clark-Jewell-Wells Co.'s Brand Pillsbury's Best... 4 65

Meal Bolted... 2 00

Feed and Millstuffs St. Car Feed, screened... 18 50

Corn Corn, car lots... 44

Oats Car lots... 28 1/2

Hides and Pelts Green No. 1... @ 6 1/2

Wool Washed, fine... 20 1/2

Fresh Fish White fish... @ 9 1/2

Oils Eocene... @ 12

Fresh Meats Beef Carcass... 6 1/2 @ 8

Pork Dressed... @ 7

Mutton Carcass... 7 1/2 @ 9

Dry Salt Meats Bellies... 8 1/2

Smoked Meats Hams, 12 lb. average... @ 11 1/2

Lards-In Tierces Kettle... 6 1/2

Sausages Bologna... 5 1/2

Pigs' Feet Kits, 15 lbs... 80

Canned Meats Corned beef, 2 lb... 2 75

Candies Stick Candy Standard... @ 8

Mixed Candy Grocers... @ 6 1/2

Fancy-In Bulk San Blas Goodies... @ 12

Chocolate Drops... @ 9 1/2

Lemon Sours... @ 55

Fruits Oranges Fancy Navel... @ 7

Lemons Strictly choice 300s... @ 60

Bananas Medium bunches... 1 75 @ 60

Nuts Almonds, Tarragona... @ 17

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Although the past week has not been considered bean weather, still a fair amount of business was done in fancy marrows and mediums. Pea beans are about all cleaned up except a few common lots. Marrows sold at \$2 @2.20; medium, \$2@2.15; pea, \$2@2.20 per bu. for good to fancy. No red kidney of desirable quality offered.

Butter—A fairly active business is reported in all grades and the market is in a very healthy condition, especially on grades below extras. Never in the history of this market have the lines been drawn so closely as this year, and from present indications low grades are likely to show less difference as there are no apparent prospects of sufficient receipts to supply the demand. Fancy dairy brought fully as high price as creamery, and offerings were exceedingly light. Creamery sold at 20½¢ for extras, and 21½¢ for prints; good to choice, 19@20¢; fair, 18@18½¢; dairy extra, 19½@20¢; good to choice, 18@19¢; crocks, 18@20¢ for good to extra. Poor and common, all kinds, 15@16¢.

Cheese—Although sellers have been talking higher prices for a week past, there are still a few receivers who are willing to take 10¢ on fancy full cream small, but this week will probably clean up that class of offerings. The majority of holders are asking 10½¢ to-day. Fancy State is quotable at 10@10¼¢; good to choice, 9¼@9¾¢; Western good to choice, 9¼@9½¢; common to fair, 7½@8½¢; skims, 6@7¢; common to fair cheese is all cleaned up and prospects good for better prices.

Eggs—Really desirable fresh stock is coming in so slowly that 15¢ was easily obtained for strictly fancy fresh, for which there is an active demand. Good to choice, 13½@14½¢; seconds slow at 8@9¢ per doz.

Dressed Poultry—We had an excellent market for fancy fowl at 11¢ and broilers at 12½@13¢, with fair to good stock selling from 1 to 2¢ less. Everything is cleaned up and more fowl could have been sold. Broilers are coming in quite liberally, while there is a noticeable decrease in receipts of fowl. Turkeys and ducks are dull.

Live Poultry—Offerings were very light and with a good demand the market is firmer. Fancy fowl sold at 10¢; fair to good, 9@9½¢; springers, large, 12@12½¢; choice, 11@11½¢; small and medium, 10@10½¢ per lb. Ducks in good request at 75@85¢ for fancy large and 50@65¢ for small and medium per pair. No turkeys wanted.

Apples—The receipts of all early varieties have been enormous and quality generally better than usual, but the flood of stock had to be sold and prices dropped lower than generally expected. Fancy red or green fruit sold at \$1.25@1.40; good to choice, 75¢@\$1, and common offered at 40@60¢ per bbl. At the low price for fancy, common to fairly good stock was entirely neglected.

Currants—Red and white are about done for, although a few are still offered, but at such low prices that shipments are not advisable. Black currants in active demand and strong at 7@9¢ per quart.

Red Raspberries—Scarce and selling at 13@14¢ per quart.

Huckleberries—Heavy supply and lower. Fresh receipts sold at 6@7¢ per quart; stale, unsalable.

Peaches—Hot weather forced a large quantity upon the market and prices were easier on Georgia fruit, of which the receipts were quite liberal. Selected sold at \$1.75@2, but most of the offerings went at \$2.25@2.35 for selected Delaware and \$1.25@1.50 for good to choice. Northern stock sold at 20@35¢ per ½ bushel basket and quality not desirable.

Pears—Only a few barrels of fancy pears on the market, and there was no trouble in disposing of them at strong prices. Common to fair dull and easy with supply heavy. Bartlett, fancy, \$3.25@3.50; No. 2, \$2@2.50; Clapp,

\$2.50@3; Bell, \$1@1.50; other varieties, \$1@2 per bbl. for best lots.

Grapes—North Carolina Niagaras, 8 basket carrier, sold at \$1.25@1.50; Delaware, \$1.50@1.75. Demand good and quality only fair.

Plums—Active demand for fancy of all varieties. Receipts are small cull stock as a rule, which are not wanted at any fair price. Yellow, red and green sold at 18@22¢ per 8 lb. basket for good to choice.

Oranges—Scarce and higher. Valencias, per box, \$4.50@5.

Lemons—Lower. Fancy, per box, \$5@5.50.

Melons—Active demand for fancy. Watermelons sold at \$22@25; medium, \$16@18; small, \$12@15 per 100. Gems, per peck basket, 25@50¢.

Potatoes—Market easier; demand light and supply fairly liberal of good to choice; really fancy smooth scarce. No. 1 white, \$1.40@1.45; red, \$1.20@1.25; No. 2, all kinds, \$1@1.10.

Onions—Quiet and steady. Yellow fancy, per bbl., \$1.65@1.70; white, \$1.50@1.75.

Cabbage—Quiet; heavy receipts of home grown. Best selling at \$2.50 and fair down to \$1.50 per 100.

Celery—Fancy large in light supply and firmer. Small stuff dull. Large sold at 40@50¢; good to choice, 25@35¢; small, 10@15¢ per doz.

Cucumbers—Heavy supply and selling at low prices. Fancy sold at 75¢@\$1 per bbl.

Tomatoes—Market easier. Receipts were fair from Toledo, but stock was not fancy and sold all the way from 65@90¢ per bushel, while home grown extra brought \$1@1.50 per bushel.

Peas—Active demand at \$1.50 per bag.

Squash—Fair supply; light demand at \$1@1.25 per cwt.

Popcorn—Light trade at 2½@3¢ per lb. for ear corn.

Honey—Light receipts. Fancy white new, 16@17¢; No. 2, 12@14¢; dark, No. 1, 10@12¢; No. 2, 8@9¢ per lb.

Straw—No receipts of new, and old is still bringing high prices. Wheat and oat sold at \$8.75@9.25; rye, \$10 per ton on track.

Hay—Light receipts. Prime old loose baled, \$17; new, \$16; tight baled, \$15@16; No. 2, \$14@15 per ton on track.

Sometimes Only a Lease.

"You never can tell just what kind of a document a marriage certificate is," said the real estate man thoughtfully.

"What do you mean by that?" asked the lawyer.

"Why, take the case of old man Jenkyns," returned the real estate man by way of illustration. "He thought his marriage certificate was a bill of sale and gave him absolute title to his wife."

"Didn't it?"

"Well, hardly. It turns out to have been no more than a lease."

"How so?"

"She has secured a divorce."

Cannot Touch Coffee Frauds.

Relative to the widespread sale of inferior coffee as Mocha and Java, H. N. Eaton, of the Pure Food Commission of Illinois, has announced that no action will be taken by the commission in the sale of coffees under fictitious names so long as the coffee is pure and unadulterated. If coloring matter or any foreign substances injurious to health are found in the samples the commission would have cause for action. The public have become so accustomed to the general use of the term Mocha and Java that they would be unwilling to accept the goods under their proper names.

In 1896 there were 4,719,810 kegs of wire nails made in this country. Last year the production amounted to 7,599,522 kegs. This would indicate that not only very many more hands were employed in manufacturing, but also that the building operations were carried on more extensively, because wire nails are not made largely in excess of the demand.

NECKWEAR BUYING.

Should Be Governed by Shapes This Fall.

By saying that neckwear buying should be wholly governed by shapes as the first consideration in selections for fall we mean to speak to the high class haberdasher and to convey the idea that by so doing more profit and greater success can be made this fall than for many seasons past.

The tendency of fashion presents an opening to discriminate in a way that means much to an intelligent buyer who will see the point and adhere strictly to his determination.

The tendency and favorites now are the narrow Derby and batwing. This favor will continue during the fall and winter to such an extent that it will be safe to buy liberally of the narrow Derby and batwing.

To contrast with this narrow and small neckwear will be the Ascot, Imperials and folded De Joinvilles.

That is the layout for fall and winter.

The opportunity which now comes up for careful consideration is this: Is it not better policy to now identify the narrow and small neckwear with the 50 cent class and select the large stuff for the \$1 (and better) grades, rather than extend your selections for 50 cent neckwear into the large pieces and have no line of distinction beyond quality?

The narrow and small neckwear is now in high favor and selling—will sell better in the fall. It will continue to be a favorite until the retailer begins to show Imperials and English Squares at 50 cents, when quantity obscures the judgment of the customer and he drops quality for it.

A customer who is looking at a narrow Derby may not be suited with its shape and size and call for something else. A larger tie at \$1 will satisfy him as he sees quantity before him. But place a large 50 cent tie before him, one of much inferior quality, and you find few clerks who are able to convince the buyer that the narrow tie is the better in quality and worth the same.

The opportunity is here to make a greater success than ever with the neckwear department if the retailer will use some judgment and reasoning in laying in his stock.

Correct fashions will call for both the narrow and the wide end neckwear. If the dealer select his stock with a view of identifying his narrow shapes with his 50 cent line and his large ties with his \$1 and best grades he will sell both with less trouble, sell more to each customer.—Apparel Gazette.

A. BOMERS,

Commercial Broker.

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

Representing

M. Brilles & Co., Allegheny City, Pa.
Parker T. Conrad, Richmond, Va.
E. R. Wiersema, Grand Rapids, Mich.
G. P. Kramer, Grand Rapids, Mich.

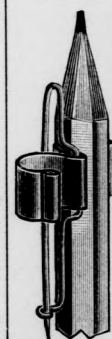
OUR LEADERS

Doc Andrus, Plaindealer,
Robin Hood, Little Barrister,
Three Sisters, Old Pards, Etc.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.



PAULSON'S
PEERLESS
PENCIL
IN

Can be fastened "any old place" and always holds the pencil. Retails for 5 cents. Costs the dealer 35¢ per dozen. Order from Hazeltine & Perkins Drug Co., or

J. E. PAULSON,
427 E. Bridge St.,
GRAND RAPIDS, MICH.

STRENGTH

Is one of the features of our harnesses. We make them ourselves in the best equipped factory in the west and are sure of them.

We know about other harnesses and know their shortcomings. As far as we know, ours have none. They are the best value for the money in the country.

BROWN & SEHLER

Front and W. Bridge Sts.

GRAND RAPIDS, MICH.

STANDARD

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.

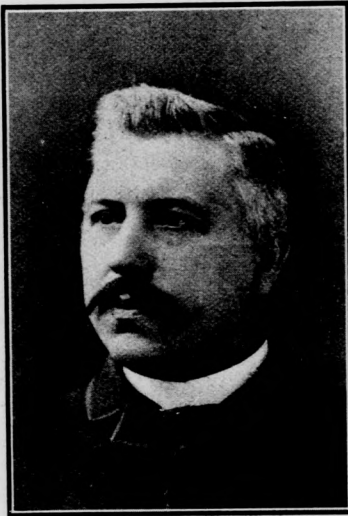
TRADESMAN COMPANY, Grand Rapids, Mich.

MEN OF MARK.

Julius A. J. Friedrich, the Grand Rapids Musical Goods Merchant.

No ships following the keel of Columbus have brought to the continent those who come to it from the Fatherland. They have no false notions to get rid of the moment they touch the American shore. Well disciplined at home, they are not confounded with the fact that liberty is never lawlessness. Self-centered, they follow the even tenor of their way. Well educated, they study and solve the new problems their new conditions present as only well-trained minds can, and then, adjusting themselves to these conditions, they give to the country of their adoption a loyalty as hearty as it is sincere, without lessening a single jot their love for the land that gave them birth.

Among these desirable citizens from Germany came Julius A. J. Friedrich



in the spring of '68. His German parents, proud of a worthy ancestry, took good care that the boy should have none of his rights curtailed and, home taught and school taught, the boy grew in wholesome surroundings, including all the privileges which the schools of Rosenfelde, where he was born November 3, 1850, could furnish. His natural inclination and the influence of the teaching he received at home, as well as at school, led him early to believe that a teacher's life would be congenial to him and, when his career at the public school ended, he kept on with his studies under a private teacher, and so fitted himself for the duties of the school room.

After a year of teaching in the public schools of Germany, where it is strenuously insisted on that a teacher shall know what he teaches, Mr. Friedrich sailed for this country at the date already given. Friends were living near Faribault, Minn., and to them he directly went. While he was no farmer, he made it his home with them for a few months until he could get his bearings and should become acclimated. Concluding in the meantime to carry out his idea of going on with teaching, he attended the Teachers' Seminary at Addison, where he was graduated at the end of two years, convincing the authorities, by his scholarship and his evident aptness for the profession, that he had not mistaken his calling.

His first school was taught at Crystal Lake, Wis., "in the woods." Only those who "have been there" know

what that means. Much of the crude and the rough of frontier life, as the pioneer schoolmaster understands it, was spared the young German teacher from the fact that he taught mostly the children of German parentage, a class of children, be it known and remembered, who are taught at home to respect the authority of those in charge of them and to mind them promptly without question at all times and in all places—a feature of old-world discipline not successfully handed down to their descendants by the passengers of the Mayflower. The school, however, adapted itself to the demands of the early settlement. The few pupils in summer when all hands were needed on the farms expanded in winter to a number coming close to a hundred, with enough of human nature about them to call into use, with no chance of rusting, the patience and those other acquirements—almost divine—which a teacher must have to be successful; and that Mr. Friedrich had them, there are many living proofs.

He taught the school in "that neck o' woods" for three years. Then, with the good wishes of those who have every reason for the kind remembrance they have of those three years of successful school work, he left Crystal Lake and went to Oshkosh, Wis., where the same success in the same calling attended him for two years. Misfortune in 1875 in the form of fire fell upon him and, with his goods burned behind him, he turned his face to Grand Rapids.

Two brothers were established here in a music store and Mr. Friedrich entered their employ as clerk. Here until 1882 he remained, proving his efficiency in business, when the brothers separated. In 1884, he formed a partnership with one of his brothers, as general music dealers, who shortly after—September, 6, 1884—was drowned at Clam Lake. This appalling accident left the business management wholly to Mr. Friedrich, who has shown during the intervening years what business ability, backed by untiring industry and unswerving honesty, can accomplish.

Mr. Friedrich was married at New London, Wis., in 1872, to Miss Eliza Zielsdorff. His home is at 160 Livingston street, where five children—the youngest a girl of 13—manage to make life not only lively but happy for themselves and for the worthy father and mother whose sterling qualities they can not too faithfully copy.

New Words in the Language of Business.

Imagine a business man of a hundred years ago transported to the present time, and attempting to read down the "want" columns of a modern newspaper. The motorman, the conductor, the district manager, the telegraph operator, the telephone girl, the elevator boy, the electrician, the lineman, the typewriter, the stenographer, the engineer—would convey no idea to his mind of the requirements and duties of the situations wanted. Fancy his inability to comprehend the shipping news, the commercial items, with the hosts of new words which modern transportation has introduced, such as the steamboat, the railroad, the express train, the freight train, the grain elevator. The gentleman of the olden time, who might have been a power in his financial world, could go to school to his nine-year-old great-grandchild with advantage, for an understanding of the most simple terms of commerce and trade.

The man who never asks question for fear of exposing his ignorance will never have much knowledge to impart to his fellow men.

Crockery and Glassware

AKRON STONEWARE.

Butters	
½ gal. per doz.	45
1 to 6 gal. per gal.	5
8 gal. each.	48
10 gal. each.	60
12 gal. each.	72
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.	6
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each.	5½
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	5½
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
½ gal., per doz.	55
¾ gal., per doz.	45
1 to 5 gal., per gal.	6½
Tomato Jugs	
½ gal., per doz.	60
1 gal., each.	7
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
½ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints.	5 50
Quarts.	5 75
Half Gallons.	8 25
Covers.	2 75
Rubbers.	25
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25
Common	
No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 75
No. 1 Sun, crimp top, wrapped & lab.	1 90
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. 3 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 2 Hinge, wrapped and labeled.	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 70
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 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. Tiltng cans.	7 25
5 gal. galv. iron Nacefas.	9 00
Pump Cans	
5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 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 35
No. 0 Tub., bull's eye, cases 1 doz. each	1 25



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 Apl. 25, '82.

W. S. & J. E. GRAHAM, Agents,
149-151 Commerce 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.

De Young & Schaafsma,

Importers and Manufacturers' Agents

Sample Rooms 112 Monroe St.,

Grand Rapids, Mich.

General Agents for

Hefter & Weyl, Chicago

Importers of

China and Holiday Goods

Also

White and Decorated Semi-Porcelain from the Best, English Potteries

TO THE TRADE:

Our show rooms are ready for your inspection, containing a very fine line of China, Bric-a-brac, Lamps, Bohemian Glassware—in fact, everything for the holiday trade.

Last year we could not fill all our Christmas orders and therefore we ask you to make your selection early, to be shipped at any later date.

We believe it pays to buy goods from our sample rooms, because there you find the lines complete.

Specialties in 5 and 10c goods.

Full assortment of Staples at hand all the time at prices that challenge competition.

If you can't call write for catalogue which will be mailed to you at once.

Yours for business,

De Young & Schaafsma,

BUTTER SUBSTITUTES.

They Have Revolutionized the Production of Country Butter.

It is printed in large letters that all may read and it is nailed in a conspicuous place where every patron of the popular restaurant can see it. The hour was noonday, the restaurant was crowded and every customer had a pat of the butterine by his plate and ate it. That was well, so far as it went, but it did not go far enough. "Can you eat that stuff?" and attention was directed to the golden pat by the eater's plate. There was an instant of sharp face-scanning for the full drift of the question and then came this:

"It's better, fifteen to one, than the butter from the shiftless farmer's wife, like oil and rancid, and has shut that unwholesome stuff from the market. Try it and see for yourself."

The advice was followed. The "stuff" was found sweet and palatable. The eye saw nothing in color or consistency and the tongue detected nothing to condemn it, while the odor only strengthened the idea long entertained that, in itself considered, the butterine is far better as an article of food than anything a poor cow, a poor dairy and a good-for-nothing dairy woman can produce.

With that for a fact, the wonder is why so much fuss has been made about manufactured butter. The leading objection has doubtless come from the maker of bad butter. The cows were fed anything and milked irregularly and the milk was allowed to stand in the stable or any other place it might suit the convenience of the buttermaker, who washed her hands if she felt like it when the dairy work began. The milk pans were not always washed. The pails went long without scalding. The skimmer lay where it fell until again needed. Abundance of water was not considered a matter of much moment and so neglect and indifference took the place of care and painstaking, and there could be but one result—grease. Out of the churn came something resembling butter. The buttermilk was partly worked out of it, and it was put away for a more convenient season. After a day or two of neglect it was put into a dirty tin pail and covered with a dirty wet cloth, shoved under the seat of the farm wagon and, partly covered with wet grass, taken to the market. A good many times it began to smell before halfway there and the storekeeper, with a smothered oath, took it because he had to. The butterine stopped all that and the most violent fighters of it were the makers of the "grease."

Another vigorous opposer of butterine was prejudice. Even when sickened by the rancid article there was a pretended comfort in knowing it came from the cow—a fact which served to shut out the dirty transformation scenes between milking time and storekeeper. When, finally, prejudice was compelled to admit the impossibility of telling the difference between butterine and first-class dairy butter, the matter was, to all intents and purposes, settled, and butterine took its place as an accepted article of manufacture.

Without doubt much of the ill feeling the article engendered came from the foolish attempt to sell it as genuine butter. Here is where gain, as usual, succeeded in biting its own nose off. Concluding it was sharp enough to cheat all the world all the time, it began business on that principle, with the usual result. Finally its enemies came unintentional-

ly to its release, forced the maker and the trader to mark and market the butterine as such, that all may see and know what they are buying and eating, and the world has settled down to its bread and butterine, while the poor cow and the miserable dairy and the dirty dairy woman have gone into the business of making packing stock for the use of the process buttermaker. It was a consummation devoutly to be wished and the "butterine used here" marks the outcome, in its way, of as great a contest as the agricultural world has ever known. R. M. Streeter.

The Grocery Market.

Sugar—The foreign market has fluctuated considerably during the past week, but closes at about the same figures ruling a week ago. It has had no effect upon the New York market, and 96 deg. test centrifugal closes at 4 3/4c. The refined market has ruled steady and unchanged and it is probable that there will be no change until after the close of the active canning season, about Sept. 15.

Canned Goods—Prices have been named on new Michigan apples and peaches and, while they are very reasonable, they have resulted in very little business, as buyers generally anticipate lower prices on account of the heavy fruit crop. A few packers of Sockeye salmon have named prices which are about 20c higher than the opening prices made by one concern a few weeks ago. The packing of Sockeyes is very uncertain, some days there being a very large run of fish, which will be followed by a week or more of a comparatively small run. It is generally believed that the packing will be much less than last year. There is an enquiry for a standard grade of marrow-fat peas, but this is a grade that is difficult to find. The pea packing season is now over, both in Indiana and Wisconsin, and very few packers have anything to offer. Offerings are mostly of the better grade.

Dried Fruits—The packing of dried raspberries in Michigan this season was very small, owing to the high prices which the fresh fruit brought. The market has advanced 2c a pound within a week, and supplies are not equal to the demand. A few better varieties of fall apples have been evaporated and are meeting with a fair sale at 5@6c. The market on California peaches shows an advance of about 1/2c. The packing will be much less than that of last year. Currents continue to advance, owing to crop reports from Greece. The Government at Washington has prohibited the importation of figs from Smyrna, on account of the Bubonic plague, in consequence of which California packers have made some large sales and some of the largest packers are entirely sold for August and September shipment and are offering only a limited quantity for October shipment. No prices have been made on new California prunes and raisins, but it is expected that prices on prunes will be made within a week. All indications point to a large crop and low prices. The estimate on the coming crop of raisins is being reduced by those who claim to be in a position to know. They estimate that there will not be over 3,000 cars available for shipment out of the present crop. This is about the same quantity that was produced last year. It will be the policy, however, for the new officers of the Association to name lower prices than last year.

Rice—The first of the new crop of Louisiana rice has been marketed at prices ranging from 4@6 1/2c. The crop promises to be very good and prices will undoubtedly be cheaper. Foreign Japans are meeting with a ready sale at unchanged prices. The market on this grade is very strong, owing to the difficulties in China.

Rolled Oats—Anxiety on the part of some millers has resulted in a decline of 10@15c on barrels and 10c on cases. Barley is 1/4c higher. This cereal will undoubtedly rule high during the season, as the crop is very short.

Equal to the Occasion.

Boyd Pantlind was passing a somewhat irreverent guest at the dinner table one day when the latter looked up and said:

"How did you make this chicken soup, Boyd? Hang a bird in the sun and let a shadow fall on the water?"

"Well," said the proprietor, "I suppose the cook let a pullet wade through, anyway."

"Well, if he did," was the retort, "she had rubbers on."

Too Much Body.

Customer—You ought to send up another brand of syrup for the last can we got from you, Mr. Smith.

Grocer—Why? There ain't a better syrup in the market. Clear, pure and plenty of body; none of your thin glucose brands.

Customer—That's just it; too much body. Wife found a mouse in the can.

Many people get tired of being good and experiment in vice from curiosity.

Business Wants

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

BUSINESS CHANCES.

WANTED—A FIRST-CLASS SECOND-hand soda fountain. Must have ten or more syrups. Address Parrish & Watson, Ithaca, Mich. 475.

FOR SALE OR RENT CHEAP—ON account of poor health I offer good business chance in meats and groceries. For further particulars enquire of Wm. A. Rose, 2716 South Washington ave., Saginaw, Mich. 476.

FOR SALE OR EXCHANGE—COMPLETE creamery plant at White Oak, Mich., in excellent shape and running daily. Address No. 477, care Michigan Tradesman, Grand Rapids, Mich. 477.

TRUSTEE'S SALE—BIDS WILL BE received for the Enterprise Mercantile Co.'s stock (in bankruptcy) of dry goods, notions and millinery. Appraiser's inventory now ready. Particulars furnished on application. Address O. B. Hipp, Trustee, Benton Harbor, Mich. 478.

FOR SALE OR TRADE—GENERAL STOCK, including boots, shoes, clothing, hardware, etc., will be sold right, or will exchange for timbered land or other available property. Address F., care Michigan Tradesman. 473.

WEEKLY NEWSPAPER WANTED, independent, in live Michigan town, one that will develop. Send sample copy and full particulars first letter. Might buy outfit if good and cheap, or join lady or gentleman compositor in establishing new paper in good field. J. C. Shuler, St. Joseph, Mich. 473.

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

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.

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

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

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

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

DRUG STOCK FOR SALE—NICE, CLEAN stock; good live town of 450; no competition; good farming country; no cut prices; cheap rent; stock inventories about \$3,000; cash business last year \$1,000; 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. Roeder, Lake City, Mich. 424.

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 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.

BOOK KEEPING—BOOKS OPENED, checked and closed by an expert accountant, town or country. Address H. R. Martin, 88 Charles St., Grand Rapids, Mich. 481.

WANTED—POSITION BY REGISTERED pharmacist who wishes to make a change, young man, 9 years' experience, with A-1 references from past employers. Address No. 479, care Michigan Tradesman. 479.

LOCATION WANTED—BY A FIRST-CLASS physician, or as pharmacist, do not care to buy. Write No. 480, care Michigan Tradesman, Grand Rapids, Mich. 480.

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.

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

For Profit at the Old Reliable

Educate

Grand Rapids Business University

75, 77, 79, 81, 83 Lyon St.

For circulars, etc., address

A. S. Parish, Grand Rapids, Mich.

Knights of the Loyal Guard

A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable dependencies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

ALUMINUM TRADE CHECKS.

\$1.00 PER 100.

Write for samples and styles to

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

Makers of

Rubber and Metallic Stamps.

Send for Catalogue and Mention this paper.



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.

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

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

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

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

Traverse City Business Men's Association
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

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

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

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

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

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. 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 Potoskey.
Lv. Grand Rapids 12:40a 7:55a 1:55p 5:30p
Ar. Traverse City 4:55a 1:15p 6:10p 10:45p
Ar. Potoskey 6:25a 4:10p 9:00p

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

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

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

Saginaw and Bay City Trains.
Lv. Grand Rapids, 7:00am 5:20pm
Ar. Saginaw, 11:50am 10:12pm
Ar. Bay City, 12:20pm 10:46pm
Ar. from Bay City & Saginaw, 11:55am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains.

Parlor car to Potoskey on day trains; sleepers on night trains.

*Every day. Others week days only.
June 17, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway July 1, 1900.

Northern Division.

	Going North	From North
Trav. City, Potoskey, Mack.	* 4:05am	* 9:30pm
Trav. City, Potoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Potoskey, Mack.	+ 2:00pm	+ 12:20pm
Cadillac Accommodation	+ 5:35pm	+ 10:45am
Potoskey & Mackinaw City	+ 10:45pm	+ 6:00am

7:45am and 2:00pm trains, parlor cars; 11:00pm train, sleeping car.

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:40pm
Kalamazoo and Ft. Wayne.	+ 1:00pm	+ 1:50pm
Kalamazoo, Ft. Wayne Cin.	* 9:45pm	+ 10:15pm
Kalamazoo and Vicksburg.	+ 12:30pm	* 3:55am
Kalamazoo	* 6:00pm	* 7:00am

9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.

Chicago Trains.

TO CHICAGO.
Lv. Grand Rapids, 12:30pm * 9:45pm
Ar. Chicago, 5:25pm * 6:30am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 9:45pm train has through coach and Pullman sleeper.

FROM CHICAGO
Lv. Chicago, 5:15pm * 11:30pm
Ar. Grand Rapids, 11:00am * 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 11:53pm 7:40pm
Ar. Muskegon, 9:00am 3:10pm 7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 6:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon, 7:10am 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.

**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

WANTED!

One Million Feet
of
Green Basswood Logs

Over 12 inches.

GRAND RAPIDS MATCH CO.,
GRAND RAPIDS, MICH.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages... 2 50
4 Quires, 320 pages... 3 00
5 Quires, 400 pages... 3 50
6 Quires, 480 pages... 4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880
invoices... \$2 00

Tradesman Company
Grand Rapids, Mich.

First Quality Table Knives and Forks

Up-to-Date Styles



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.

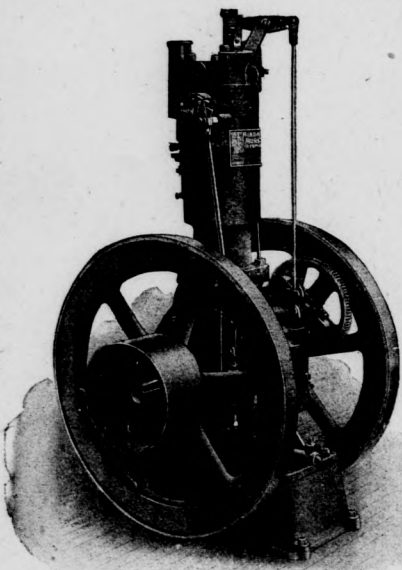
**Good Sellers
will bring you
Handsome Profit**

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

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.

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.
8 and 9 Tower Block, Grand Rapids, Mich.



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

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

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.

WORLD'S BEST

S.C.W.

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

AMERICAN JEWELRY CO.

MANUFACTURERS AND JOBBERS OF

JEWELRY AND NOVELTIES.

We are now showing complete lines

New Fall Goods, Newest Styles and Latest Ideas in Jewelry.

Write to us and have our agents call on you.

45 AND 46 TOWER BLOCK, GRAND RAPIDS, MICH.