

DIME ASSORTMENT

of Crystal Glassware



Every piece of splendid value and full practical size. This package contains 12 dozen pieces (½ dozen of each article shown).
Price \$9.00.

15 CENT ASSORTMENT

of Full Fire Polished Table Glassware



No better quality at any price. The assortment comprises 10 dozen pieces (1 dozen of each article shown).
Price \$12.00.

The sale of these assortments at above rates subject to present stock only

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

Two Million Cigars a Month

are a great many, but it's not beyond the possibilities within the reach of

Royal Tiger 10c



A Smoker's Smoke



Tigerettes 5c

And it will soon be the record for these popular brands. Have you got 'em? They're the business builders.

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.

Ferris
Institute
BIG RAPIDS, MICH.

FALL TERM

Begins September 3.

Fourteen Departments

Send for catalogue.

W. N. Ferris,
Principal and Proprietor.

Cadillac } **Fine Cut and Plug**
 } **THE BEST.**
 } **Ask for it.**

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

"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

For the Dealers' Profit and
Cooks' Delight

We want to correspond with every
dealer who does not know why
he should not fail to carry
EGG BAKING POWDER

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

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

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, AUGUST 22, 1900.

Number 883

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicom 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.

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

Knights of the Loyal Guard A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES

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

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.

WM. CONNOR, 20 years with us, will be at Sweet's Hotel Grand Rapids, Sept. 3rd to 8th. Customers' expenses paid or write him Box 346, Marshall, Mich., to call on you and you will see one of the best lines manufactured, with fit, prices and quality guaranteed.

Perfection Time Book and Pay Roll

Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. No running around after change. Send for Sample Sheet.

Barlow Bros.
Grand Rapids, Mich.

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Clothing.
 3. Getting the People.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. The Buffalo Market.
 7. Valuable Land.
 8. Editorial.
 9. Editorial.
 10. Dry Goods.
 11. Earn to Store.
 12. Shoes and Leather.
 14. Clerks' Corner.
 16. A World Beater.
 17. Decision of Character. Hardware Price Current.
 18. Village Improvement.
 19. The Stairway Case.
 20. Woman's World.
 21. Crockery and Glassware Quotations.
 22. Fruits and Produce.
 23. The New York Market.
 24. The Meat Market.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Morning Market.
 31. Treat the Children Well.
 32. The Grain Market.

NEW LEASE OF LIFE.

The Michigan Business Men's Association, which was organized Sept. 21, 1886, and was incorporated Sept. 15, 1887, under Act No. 190, Public Acts of 1887, has taken on a new lease of life and entered upon the work of re-organizing the local associations which have been permitted to falter and lapse. This organization is the only one in the State which can incorporate under Act. No. 190, which authorizes it to issue charters to local associations which may wish to become affiliated with the parent organization.

During the period of its greatest activity the Michigan Business Men's Association accomplished a great deal for the business men of the State. It kept up a constant agitation for better food products and the creation of better laws for the protection of honest dealers and scrupulous manufacturers. The sentiment thus created resulted in the enactment of the present food laws and the creation of the office of Food Commissioner, which, despite frequent mistakes and errors of judgment, has done much to improve the quality of the food products sold in this State and to make it easier for honest merchants to obtain a profit on honest goods. The Association secured the enactment of an amendment to the present peddling law, making it possible to prosecute violators of the law. It also secured the enactment of a law creating an Insurance Policy Commission, and then used its influence to secure the appointment of a business man—the late Charles Buncher—on the Commission, to the end that the interests of the insuring public might be protected and furthered. The result is the present excellent uniform policy, in place of the varying policies in use by the fire insurance companies prior to the adoption of the present form. The Association also threw the weight of its influence with a number of meritorious legislative measures, some of which still adorn the statute books of the commonwealth. It also took up the work of village improve-

ment, and made marked progress. It assisted in the work of organizing local building and loan associations, and did much to curtail the careers of the so-called "national" associations, which threatened to sweep over the State with disastrous results. The work of circumventing and reforming the dead-beat was undertaken and much good to the trade was accomplished along these lines. No organization, State or National, accomplished one-half as much good to the membership as the Michigan Business Men's Association, and the Tradesman cordially commends the effort now being made to revive the organization by the gentlemen who made it so much of a success in the decade from 1886 to 1896.

Chicago, where the use of soft coal is not prohibited, is always on the lookout for some means, other than the obvious one of compelling the use of anthracite coal, of abating the smoke nuisance. The city smoke inspector now hopes that he has found such a means in the use of powdered coal. The city has an ordinance against the smoke nuisance, but it is not enforced, because the manufacturers and others burning large quantities of coal always assert their entire willingness to abate the nuisance if the city will only show them how. If the powdered coal scheme proves to be effective, it is announced, a rigorous enforcement of the ordinance will surely follow. Tests are now being made in one of the downtown buildings under the most difficult conditions. The coal is reduced to a fine powder before going into the fire box, and, it is claimed, is entirely consumed, leaving neither ashes nor cinders.

Noiseless carwheels are among the early promised inventions. A test of the invention has been made in Chicago and it has been reported as a fact that passengers could hear one another talk without shouting. The secret of the invention lies in the layer of paper placed between the tire and the wheel proper. Now if some one will skillfully adjust the layer of paper to the talker who likes to relate his private affairs in the street car, riding to business will cease to be the task it often is.

Some San Francisco butchers have been caught using horseflesh for beef in the manufacture of sausage and other viands. There may be people who want to eat that kind of meat, but, like butterine, it should be plainly labeled. From the fuss kicked up in the City of the Golden Gate it is easy to infer that the average beef eater prefers the old-fashioned beeves.

Genius is not receiving proper encouragement in France. There is a man in Paris who has, after much trouble and risk, invented a preparation for the use of discarded sweethearts. Here is his advertisement: "Attention, disappointed ones! Special preparation of vitriol, in secure flasks. Swift, sure and caustic. Satisfaction guaranteed."

NOTEWORTHY SPECTACLE.

For a short while Friday last "every wheel and stroke of commerce through-out the great Southern Pacific system of railways and steamship lines was stopped," out of respect to the memory of the man who had been so largely instrumental in originally putting them in motion.

This was an appropriate way of recognizing the removal of the guiding hand. It was an object lesson of the mighty energies which that hand wielded. But in a few minutes the vast machinery was in operation again—a fitting demonstration, also, of the fact that no one hand is absolutely necessary to keep the powerful agencies of commerce or civilization in active play.

The utility of the modern corporation is strikingly displayed in this incident. It used to be true that great enterprises stopped when their promoters passed away. In the days when the individual was the important factor in commerce and material development, the death of a successful man meant more than now. Corporations move on after the members have gone. The business of the world has ceased to be disturbed by the demise of master builders or executive chiefs. Society has created a bulwark of commercial safety for itself in organizing great enterprises upon a corporate basis.

Chas. E. Ward, attorney for Mrs. Ives in the May-Ives stairway controversy, rushes into print in the Grand Rapids Herald to protest against what he is pleased to designate as an "inspired editorial" in the Michigan Tradesman. The article of which he complains was not an "editorial" and was not "inspired." Mr. Ward may have achieved some degree of success as a lawyer, but as a writer for the press he is a total failure, because he is neither truthful in statement nor correct in supposition.

Germany is having an eye for the main chance. Until now that country has been having a substantial steamer service to Darbau on the African coast. A new contract has been made for a similar service all around the African coast. The subsidy is to be raised from \$225,000 to \$337,000 and the contract is for fifteen years. The fixed speed is 12 knots; but the new contract stipulates that an increase must be provided if the speed of competing lines is advanced.

The American shipbuilder is coming to the front. An effort has been in progress for some time to induce an American shipbuilder of reputation to establish a shipyard in France. It is suggestive that if that is going to be an advantage to France, this country will find profit in the same thing and that the present condition of maritime affairs will warrant the best efforts of the American shipbuilder at home.

Emigration from Europe to the United States by the French line shows a marked increase, although the price of tickets has been higher. The principal countries from which the emigrants came were Italy, Austria and Greece.

Clothing

Rules Governing the Cut of Garments Not Absurd.

There are as good and serious reasons why one should, or should not, wear certain garments of certain qualities or certain cuts on certain occasions, as there are good and serious reasons why a man should pay his debts, even if those reasons are not so important as these last. There are as good reasons for the existence of dress suits as there are for the existence of social intercourse, although the reasons may not be so important. Conventional rules about dress are simply the result of the experiments of people of various degrees of sense, taste and social culture. When such experiments are found by practice to be successful, a conventional rule about dress comes into existence by the common consent of the people interested. Customs of dress—or fashions in dress, if you please—have as good reason for being observed as customs in any department of life. If any man can better them, he has the satisfaction of knowing that when he has succeeded, he will have established a convention for the rest of society. But until then, if he is wise, he will profit by the experience of other people.

Every man of sense and experience knows how largely all of us are obliged to depend upon appearances in conducting the affairs of life. A man is often compelled to judge by the surface of things whether he will or not. Particularly is this true in intercourse with strangers. A man who is dressed with taste and fitness gains a distinct advantage in intercourse with other people, because his appearance is pleasing. All of us know that to make a pleasing impression is often "half the battle" in important business matters, and to make a pleasing impression is therefore the reasonable desire of every man who knows the value of time and the importance of lack of friction in the affairs of life. Winning manners and an easy address are natural gifts of great value, as everyone knows, but winning manners and a winning address are immensely aided by prepossessing garments. Therefore, the man who is negligent about proper dress is extremely foolish, for he is dispensing with one of the oldest labor-saving devices ever created by the mind of man.

Exactly the same argument holds true in matters of dress for "social" intercourse. If a man for selfish reasons desires to appear at his best among his business associates, he has all the more reason for wishing to appear at his best on occasions when he must display good taste in order to escape ridicule, and the plain hard fact of the matter is that a man who is ignorant of the proper way to dress for such occasions does make himself a "laughing stock" for people who are often his inferiors in sense and intelligence. Of course, if a man enjoys being a "Merry Andrew" at the gatherings of his acquaintances, or if he finds it profitable to advertise his lack of knowledge of the world, he is at liberty to do so. He will at least have the satisfaction of knowing that his entrance at social gatherings will be as eagerly awaited by his friends as small boys wait for the entrance of the chief clown at a circus.

Undoubtedly a great deal of labor would be saved if people would only wear one garment, and that a fig leaf, but in New York, at least—the theaters

possibly excepted—there is no sign at present of a return to this most ancient fashion in dress. And so, as people are determined to array themselves fully in a multitude of garments, changing as the seasons change, and somewhat oftener, there really seems to be no escape for us. We must pay attention to the nature of those changes in matters of raiment that are called "fashions."

Of course, if a man lives in a town where cracker boxes are the only articles of furniture and cowhide boots the only luxuries of adornment, all the fashion articles that he needs to read are those describing the most successful way of removing jagged nails from timber and the most effective way of greasing boots. But if, on the other hand, he lives in a town where civilization is more complex, where the older inhabitants are beginning to own more than one shirt at a time, and the young men to own more than one pair of trousers, or where perhaps a few daring fellows even sport frock coats and dress suits, there really is no help for it, he is becoming submerged in an effete civilization, and unless he learns the rules laid down by fashionable people, and communicated to the world by the medium of writers on fashions, he will presently find himself so bewildered that he will debate whether to wear a dress coat to prayer meeting or a golf coat to funerals.

Of course, if a man does not wear a shirt it is not strictly necessary for him to read fashion articles that command him never, never to wear a black tie at full dress receptions under pain of eternal punishment. And if he never goes to formal afternoon affairs he may content himself with the knowledge that a frock coat is chiefly useful for hiding the patches in the seat of his "pants;" but if he does go to evening affairs, or if he does make afternoon calls, or if he is likely to find himself among people who do these things, perhaps he will find by experience that the most effective way for him to avoid making a fool of himself sometime when he wants to act as sensibly as other people is to pay a little attention to what the writers on fashions tell him, even if they should not always happen to display as much sound common sense as they might in their method of imparting information. —Apparel Gazette.

How to Keep Cool.

A physician says that diet is of great importance in keeping cool during hot weather. Fish, chicken, vegetables and fruit are the best food. Breakfast should be as light as possible and principally of fruit. Luncheon should consist of a vegetable salad and a light dessert, and dinner should be composed of soup, fish, chicken, vegetables, salad and simple dessert. Salads are especially desirable.

The quantity eaten should be small. Overloading the stomach is even more dangerous in summer than other seasons. Drinking should be on a moderate plan, also, and alcoholic liquors should be absolutely avoided.

A reasonable amount of exercise is beneficial, as it eliminates excess of fat. A half-hour of vigorous exercise in the morning, with lightest possible clothing, followed by a warm bath and a cold sponge, will enable one to endure comfortably the hottest day. A substitute for exercise is a hot air bath, which, however, does not strengthen as the exercise does.

Sheep roaming over the hills in Morgan and Summit counties, Idaho, have stampeded swarms of squirrels from their usual haunts, and the little rodents have descended on the farmers' crops and cereals and vegetables. Trapping, poisoning and other means are being vainly used to reduce their number.

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.,
Lonia, Mich.



Voorhees Manufacturing Co.,

E. D. Voorhees, Manager.

Manufacturers of

Overalls, Coats and Jackets.

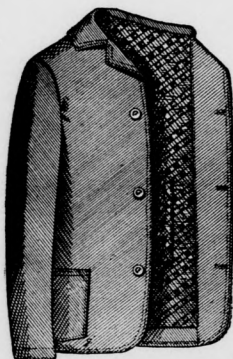
Lansing, Mich., Aug. 16, 1900.

Tradesman Company, Grand Rapids, Mich.:

Gentlemen—I am satisfied that advertising in the Michigan Tradesman pays. My advertisement has appeared in your journal one week and I have received four orders as the result. These orders will more than pay for the three months' contract.

I will confess that when I made the contract I did not expect much, if any, results from it. I gave the contract more out of friendship to your Mr. Stowe than gain to myself, so, of course, I am agreeably disappointed.

E. D. Voorhees.



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.

Getting the People

Ten Advertisements Which Run the Gamut.

The collection of advertisements reproduced herewith are most of them examples of too much verbiage. Many excellent things are said, and some that are not so excellent, and in the larger ones especially there is a waste of material that should suffice for several issues.

Thos. A. Carton makes an elaborate argument for securing the trade of strangers. This may be worth while, but there is a degree of repetition and over-statement which greatly weakens the effort. I can not spare the space to thoroughly analyze the production. In general, it does not pay to advertise more than one kind of special sale at once. Under the "cut sale" there are subdivisions of "special sales," etc. Now the average customer's head is liable to be thrown into a whirl of "cut," "remnant," "special" sale confusion which will defeat the object aimed at. Offer your customers much as you please, especially with definite prices; but, if a special sale, make that the feature. There is no particular objection to a reference to the circus, but don't divide your forces and don't weaken the effect with such adventitious expressions as "Spend your money at Carton's," "Rough Rider over all high prices," and many others little better.

The advertisement of Rose & Son has many excellent features, but there is too much big type in it and too many kinds of type. The word "sale" would be just as attractive and prominent in a large size of the same type as the word "clearing," and would be set off better by having more white around it.

There are some good ideas in the advertisement of J. A. Skinner, but the wording would be improved by confining the subject to difficult prescriptions. It will be taken for granted that your pharmacy is a modern one if you do the most difficult work and the generalization as to "moderate prices" is of no effect.

The announcement of J. W. Slater is one of the best written and most strikingly displayed advertisements I have ever seen. Moreover, it is seasonable, because it is published at a time of the year when tourists and resorters are looking for camping supplies. It is especially commendable from the fact that it contains no reference to the goods or prices of competitors—a fault too many merchants, Mr. Slater not excepted, are prone to practice.

The invitation of W. C. Martin to permit him to call for the erring clock and return it after it has been repaired and regulated is well worded, fairly well displayed and has the rare merit of talking right to the point.

The advertisement of J. W. Milliken is a good one, well composed. It could be improved, however, as a remnant advertisement by making the word "remnants" the prominent word in the upper part.

The advertisement of the Sands & Maxwell Lumber Co. makes the mistake of devoting valuable space to showing a curiosity of rhyme. The advertisement is usually attractive in composition, is balanced and especially

well set out in white space, but had the "popular prices" been given in the table of articles, there would have been more effect. Poetry is pleasing to read, but it won't sell goods.

The advertisement of W. E. Haney is a good one for occasional use. The suggestion of freshness in the first sentence is inviting. Two or three named articles, described and priced, are of value. The division into panels is appropriate.

Similar in style, with but one article, is the screen door advertisement of the People's Outfitting Co.—a good advertisement, well composed, but which would have been improved by putting the middle paragraph in the lower part in smaller type than the rest.

I am somewhat at a loss to determine what articles are for sale in the first illustration of S. Maudlin & Co's advertisement—angels, cupids, palms or wings. The other cuts indicate sufficiently the articles offered for sale and thus serve the legitimate purpose of illustrations. The effect of these is weakened by such a meaningless decoration. Stock cuts of this character are better for some other man's use than the one who wants to sell goods. Considering the amount of copy, the printer has done pretty well in the composition. With half or two-thirds of the matter he could have made a good and effective display. Much of the wording is redundant, repetitions abound and many expressions, like "holler enough" could be dispensed with from the standpoint of dignity. There is material in both wording type and cuts for a good advertisement, but it needs heroic trimming.

The Persistence of Woman.

Written for the Tradesman.

A lady of somewhat corpulent proportions seated herself at a fountain and called for lemonade. When the drink was partially prepared she said, "Five cents, isn't it?"

"No, lemonade is ten."

"I never pay but five."

"We have lemon phosphate at five cents, but lemonade is ten."

"I only want the lemonade very weak," after a pause.

The man at the fountain began to wait on another customer.

Presently she said, "I can only take my lemonade very weak, because I have stomach trouble. Do you suppose the phosphate would hurt me?"

"Not any more than the lemonade."

"Do you suppose lemonade is bad for stomach trouble?"

The man at the fountain looked uneasy. Two girls tittered and the young man grew red.

"I ain't no doctor," he stammered.

"I thought a druggist would know about such a simple thing as stom—"

"I ain't no druggist. I mix drinks,"

the young man assured her hastily, and the girls giggled. "He's the man you want," he said, pointing to the prescription clerk.

With a nickel grasped tightly in a fat fist the woman waddled toward the pharmacist and enquired if he thought a little weak lemonade, about five cents' worth, would be bad for stomach trouble.

G. Holt.

A Matter For Counting.

The Pastor—Don't you think I touched them rather deeply this morning?

The Deacon—I don't know. I haven't counted up yet.

THOS. A. CARTEN.
340-342 MAIN STREET
JONIA, MICHIGAN
THE GREAT CUT SALE
Lowest Price.

CASH
CASH
Lowest Price.

3 - 3 - 3

Great Attractions at Ionia Next Week.

- No. 1. Carton's Great Cut Sale.
- No. 2. Carton's 10th Remnant Sale.
- No. 3. Bottle Girls' Rough Riders.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

SPEND YOUR MONEY AT CARTEN'S.

There is no other place in Ionia where you can get such a big variety of goods at such low prices.

Mid-Summer CLEARING SALE

LADIES' SHIRT WAISTS, SUMMER SKIRTS AND SUMMER GOODS.

We have a large stock of Shirt Waists and Summer Skirts which MUST BE SOLD within a few days. To clear them all off our hands we will offer them at the following low prices for a few days only.

Shirt Waists

50 Cent SHIRT WAISTS Cut down to 38 Cents.

45 Cent 75c 45 Cent 60 Cent 45 Cent 50 Cent 45 Cent 55 Cent 45 Cent 60 Cent 45 Cent 65 Cent 45 Cent 70 Cent 45 Cent 75 Cent 45 Cent 80 Cent 45 Cent 85 Cent 45 Cent 90 Cent 45 Cent 95 Cent 45 Cent 1.00 45 Cent 1.05 45 Cent 1.10 45 Cent 1.15 45 Cent 1.20 45 Cent 1.25 45 Cent 1.30 45 Cent 1.35 45 Cent 1.40 45 Cent 1.45 45 Cent 1.50 45 Cent 1.55 45 Cent 1.60 45 Cent 1.65 45 Cent 1.70 45 Cent 1.75 45 Cent 1.80 45 Cent 1.85 45 Cent 1.90 45 Cent 1.95 45 Cent 2.00 45 Cent 2.05 45 Cent 2.10 45 Cent 2.15 45 Cent 2.20 45 Cent 2.25 45 Cent 2.30 45 Cent 2.35 45 Cent 2.40 45 Cent 2.45 45 Cent 2.50 45 Cent 2.55 45 Cent 2.60 45 Cent 2.65 45 Cent 2.70 45 Cent 2.75 45 Cent 2.80 45 Cent 2.85 45 Cent 2.90 45 Cent 2.95 45 Cent 3.00 45 Cent 3.05 45 Cent 3.10 45 Cent 3.15 45 Cent 3.20 45 Cent 3.25 45 Cent 3.30 45 Cent 3.35 45 Cent 3.40 45 Cent 3.45 45 Cent 3.50 45 Cent 3.55 45 Cent 3.60 45 Cent 3.65 45 Cent 3.70 45 Cent 3.75 45 Cent 3.80 45 Cent 3.85 45 Cent 3.90 45 Cent 3.95 45 Cent 4.00 45 Cent 4.05 45 Cent 4.10 45 Cent 4.15 45 Cent 4.20 45 Cent 4.25 45 Cent 4.30 45 Cent 4.35 45 Cent 4.40 45 Cent 4.45 45 Cent 4.50 45 Cent 4.55 45 Cent 4.60 45 Cent 4.65 45 Cent 4.70 45 Cent 4.75 45 Cent 4.80 45 Cent 4.85 45 Cent 4.90 45 Cent 4.95 45 Cent 5.00 45 Cent 5.05 45 Cent 5.10 45 Cent 5.15 45 Cent 5.20 45 Cent 5.25 45 Cent 5.30 45 Cent 5.35 45 Cent 5.40 45 Cent 5.45 45 Cent 5.50 45 Cent 5.55 45 Cent 5.60 45 Cent 5.65 45 Cent 5.70 45 Cent 5.75 45 Cent 5.80 45 Cent 5.85 45 Cent 5.90 45 Cent 5.95 45 Cent 6.00 45 Cent 6.05 45 Cent 6.10 45 Cent 6.15 45 Cent 6.20 45 Cent 6.25 45 Cent 6.30 45 Cent 6.35 45 Cent 6.40 45 Cent 6.45 45 Cent 6.50 45 Cent 6.55 45 Cent 6.60 45 Cent 6.65 45 Cent 6.70 45 Cent 6.75 45 Cent 6.80 45 Cent 6.85 45 Cent 6.90 45 Cent 6.95 45 Cent 7.00 45 Cent 7.05 45 Cent 7.10 45 Cent 7.15 45 Cent 7.20 45 Cent 7.25 45 Cent 7.30 45 Cent 7.35 45 Cent 7.40 45 Cent 7.45 45 Cent 7.50 45 Cent 7.55 45 Cent 7.60 45 Cent 7.65 45 Cent 7.70 45 Cent 7.75 45 Cent 7.80 45 Cent 7.85 45 Cent 7.90 45 Cent 7.95 45 Cent 8.00 45 Cent 8.05 45 Cent 8.10 45 Cent 8.15 45 Cent 8.20 45 Cent 8.25 45 Cent 8.30 45 Cent 8.35 45 Cent 8.40 45 Cent 8.45 45 Cent 8.50 45 Cent 8.55 45 Cent 8.60 45 Cent 8.65 45 Cent 8.70 45 Cent 8.75 45 Cent 8.80 45 Cent 8.85 45 Cent 8.90 45 Cent 8.95 45 Cent 9.00 45 Cent 9.05 45 Cent 9.10 45 Cent 9.15 45 Cent 9.20 45 Cent 9.25 45 Cent 9.30 45 Cent 9.35 45 Cent 9.40 45 Cent 9.45 45 Cent 9.50 45 Cent 9.55 45 Cent 9.60 45 Cent 9.65 45 Cent 9.70 45 Cent 9.75 45 Cent 9.80 45 Cent 9.85 45 Cent 9.90 45 Cent 9.95 45 Cent 10.00 45 Cent 10.05 45 Cent 10.10 45 Cent 10.15 45 Cent 10.20 45 Cent 10.25 45 Cent 10.30 45 Cent 10.35 45 Cent 10.40 45 Cent 10.45 45 Cent 10.50 45 Cent 10.55 45 Cent 10.60 45 Cent 10.65 45 Cent 10.70 45 Cent 10.75 45 Cent 10.80 45 Cent 10.85 45 Cent 10.90 45 Cent 10.95 45 Cent 11.00 45 Cent 11.05 45 Cent 11.10 45 Cent 11.15 45 Cent 11.20 45 Cent 11.25 45 Cent 11.30 45 Cent 11.35 45 Cent 11.40 45 Cent 11.45 45 Cent 11.50 45 Cent 11.55 45 Cent 11.60 45 Cent 11.65 45 Cent 11.70 45 Cent 11.75 45 Cent 11.80 45 Cent 11.85 45 Cent 11.90 45 Cent 11.95 45 Cent 12.00 45 Cent 12.05 45 Cent 12.10 45 Cent 12.15 45 Cent 12.20 45 Cent 12.25 45 Cent 12.30 45 Cent 12.35 45 Cent 12.40 45 Cent 12.45 45 Cent 12.50 45 Cent 12.55 45 Cent 12.60 45 Cent 12.65 45 Cent 12.70 45 Cent 12.75 45 Cent 12.80 45 Cent 12.85 45 Cent 12.90 45 Cent 12.95 45 Cent 13.00 45 Cent 13.05 45 Cent 13.10 45 Cent 13.15 45 Cent 13.20 45 Cent 13.25 45 Cent 13.30 45 Cent 13.35 45 Cent 13.40 45 Cent 13.45 45 Cent 13.50 45 Cent 13.55 45 Cent 13.60 45 Cent 13.65 45 Cent 13.70 45 Cent 13.75 45 Cent 13.80 45 Cent 13.85 45 Cent 13.90 45 Cent 13.95 45 Cent 14.00 45 Cent 14.05 45 Cent 14.10 45 Cent 14.15 45 Cent 14.20 45 Cent 14.25 45 Cent 14.30 45 Cent 14.35 45 Cent 14.40 45 Cent 14.45 45 Cent 14.50 45 Cent 14.55 45 Cent 14.60 45 Cent 14.65 45 Cent 14.70 45 Cent 14.75 45 Cent 14.80 45 Cent 14.85 45 Cent 14.90 45 Cent 14.95 45 Cent 15.00 45 Cent 15.05 45 Cent 15.10 45 Cent 15.15 45 Cent 15.20 45 Cent 15.25 45 Cent 15.30 45 Cent 15.35 45 Cent 15.40 45 Cent 15.45 45 Cent 15.50 45 Cent 15.55 45 Cent 15.60 45 Cent 15.65 45 Cent 15.70 45 Cent 15.75 45 Cent 15.80 45 Cent 15.85 45 Cent 15.90 45 Cent 15.95 45 Cent 16.00 45 Cent 16.05 45 Cent 16.10 45 Cent 16.15 45 Cent 16.20 45 Cent 16.25 45 Cent 16.30 45 Cent 16.35 45 Cent 16.40 45 Cent 16.45 45 Cent 16.50 45 Cent 16.55 45 Cent 16.60 45 Cent 16.65 45 Cent 16.70 45 Cent 16.75 45 Cent 16.80 45 Cent 16.85 45 Cent 16.90 45 Cent 16.95 45 Cent 17.00 45 Cent 17.05 45 Cent 17.10 45 Cent 17.15 45 Cent 17.20 45 Cent 17.25 45 Cent 17.30 45 Cent 17.35 45 Cent 17.40 45 Cent 17.45 45 Cent 17.50 45 Cent 17.55 45 Cent 17.60 45 Cent 17.65 45 Cent 17.70 45 Cent 17.75 45 Cent 17.80 45 Cent 17.85 45 Cent 17.90 45 Cent 17.95 45 Cent 18.00 45 Cent 18.05 45 Cent 18.10 45 Cent 18.15 45 Cent 18.20 45 Cent 18.25 45 Cent 18.30 45 Cent 18.35 45 Cent 18.40 45 Cent 18.45 45 Cent 18.50 45 Cent 18.55 45 Cent 18.60 45 Cent 18.65 45 Cent 18.70 45 Cent 18.75 45 Cent 18.80 45 Cent 18.85 45 Cent 18.90 45 Cent 18.95 45 Cent 19.00 45 Cent 19.05 45 Cent 19.10 45 Cent 19.15 45 Cent 19.20 45 Cent 19.25 45 Cent 19.30 45 Cent 19.35 45 Cent 19.40 45 Cent 19.45 45 Cent 19.50 45 Cent 19.55 45 Cent 19.60 45 Cent 19.65 45 Cent 19.70 45 Cent 19.75 45 Cent 19.80 45 Cent 19.85 45 Cent 19.90 45 Cent 19.95 45 Cent 20.00 45 Cent 20.05 45 Cent 20.10 45 Cent 20.15 45 Cent 20.20 45 Cent 20.25 45 Cent 20.30 45 Cent 20.35 45 Cent 20.40 45 Cent 20.45 45 Cent 20.50 45 Cent 20.55 45 Cent 20.60 45 Cent 20.65 45 Cent 20.70 45 Cent 20.75 45 Cent 20.80 45 Cent 20.85 45 Cent 20.90 45 Cent 20.95 45 Cent 21.00 45 Cent 21.05 45 Cent 21.10 45 Cent 21.15 45 Cent 21.20 45 Cent 21.25 45 Cent 21.30 45 Cent 21.35 45 Cent 21.40 45 Cent 21.45 45 Cent 21.50 45 Cent 21.55 45 Cent 21.60 45 Cent 21.65 45 Cent 21.70 45 Cent 21.75 45 Cent 21.80 45 Cent 21.85 45 Cent 21.90 45 Cent 21.95 45 Cent 22.00 45 Cent 22.05 45 Cent 22.10 45 Cent 22.15 45 Cent 22.20 45 Cent 22.25 45 Cent 22.30 45 Cent 22.35 45 Cent 22.40 45 Cent 22.45 45 Cent 22.50 45 Cent 22.55 45 Cent 22.60 45 Cent 22.65 45 Cent 22.70 45 Cent 22.75 45 Cent 22.80 45 Cent 22.85 45 Cent 22.90 45 Cent 22.95 45 Cent 23.00 45 Cent 23.05 45 Cent 23.10 45 Cent 23.15 45 Cent 23.20 45 Cent 23.25 45 Cent 23.30 45 Cent 23.35 45 Cent 23.40 45 Cent 23.45 45 Cent 23.50 45 Cent 23.55 45 Cent 23.60 45 Cent 23.65 45 Cent 23.70 45 Cent 23.75 45 Cent 23.80 45 Cent 23.85 45 Cent 23.90 45 Cent 23.95 45 Cent 24.00 45 Cent 24.05 45 Cent 24.10 45 Cent 24.15 45 Cent 24.20 45 Cent 24.25 45 Cent 24.30 45 Cent 24.35 45 Cent 24.40 45 Cent 24.45 45 Cent 24.50 45 Cent 24.55 45 Cent 24.60 45 Cent 24.65 45 Cent 24.70 45 Cent 24.75 45 Cent 24.80 45 Cent 24.85 45 Cent 24.90 45 Cent 24.95 45 Cent 25.00 45 Cent 25.05 45 Cent 25.10 45 Cent 25.15 45 Cent 25.20 45 Cent 25.25 45 Cent 25.30 45 Cent 25.35 45 Cent 25.40 45 Cent 25.45 45 Cent 25.50 45 Cent 25.55 45 Cent 25.60 45 Cent 25.65 45 Cent 25.70 45 Cent 25.75 45 Cent 25.80 45 Cent 25.85 45 Cent 25.90 45 Cent 25.95 45 Cent 26.00 45 Cent 26.05 45 Cent 26.10 45 Cent 26.15 45 Cent 26.20 45 Cent 26.25 45 Cent 26.30 45 Cent 26.35 45 Cent 26.40 45 Cent 26.45 45 Cent 26.50 45 Cent 26.55 45 Cent 26.60 45 Cent 26.65 45 Cent 26.70 45 Cent 26.75 45 Cent 26.80 45 Cent 26.85 45 Cent 26.90 45 Cent 26.95 45 Cent 27.00 45 Cent 27.05 45 Cent 27.10 45 Cent 27.15 45 Cent 27.20 45 Cent 27.25 45 Cent 27.30 45 Cent 27.35 45 Cent 27.40 45 Cent 27.45 45 Cent 27.50 45 Cent 27.55 45 Cent 27.60 45 Cent 27.65 45 Cent 27.70 45 Cent 27.75 45 Cent 27.80 45 Cent 27.85 45 Cent 27.90 45 Cent 27.95 45 Cent 28.00 45 Cent 28.05 45 Cent 28.10 45 Cent 28.15 45 Cent 28.20 45 Cent 28.25 45 Cent 28.30 45 Cent 28.35 45 Cent 28.40 45 Cent 28.45 45 Cent 28.50 45 Cent 28.55 45 Cent 28.60 45 Cent 28.65 45 Cent 28.70 45 Cent 28.75 45 Cent 28.80 45 Cent 28.85 45 Cent 28.90 45 Cent 28.95 45 Cent 29.00 45 Cent 29.05 45 Cent 29.10 45 Cent 29.15 45 Cent 29.20 45 Cent 29.25 45 Cent 29.30 45 Cent 29.35 45 Cent 29.40 45 Cent 29.45 45 Cent 29.50 45 Cent 29.55 45 Cent 29.60 45 Cent 29.65 45 Cent 29.70 45 Cent 29.75 45 Cent 29.80 45 Cent 29.85 45 Cent 29.90 45 Cent 29.95 45 Cent 30.00 45 Cent 30.05 45 Cent 30.10 45 Cent 30.15 45 Cent 30.20 45 Cent 30.25 45 Cent 30.30 45 Cent 30.35 45 Cent 30.40 45 Cent 30.45 45 Cent 30.50 45 Cent 30.55 45 Cent 30.60 45 Cent 30.65 45 Cent 30.70 45 Cent 30.75 45 Cent 30.80 45 Cent 30.85 45 Cent 30.90 45 Cent 30.95 45 Cent 31.00 45 Cent 31.05 45 Cent 31.10 45 Cent 31.15 45 Cent 31.20 45 Cent 31.25 45 Cent 31.30 45 Cent 31.35 45 Cent 31.40 45 Cent 31.45 45 Cent 31.50 45 Cent 31.55 45 Cent 31.60 45 Cent 31.65 45 Cent 31.70 45 Cent 31.75 45 Cent 31.80 45 Cent 31.85 45 Cent 31.90 45 Cent 31.95 45 Cent 32.00 45 Cent 32.05 45 Cent 32.10 45 Cent 32.15 45 Cent 32.20 45 Cent 32.25 45 Cent 32.30 45 Cent 32.35 45 Cent 32.40 45 Cent 32.45 45 Cent 32.50 45 Cent 32.55 45 Cent 32.60 45 Cent 32.65 45 Cent 32.70 45 Cent 32.75 45 Cent 32.80 45 Cent 32.85 45 Cent 32.90 45 Cent 32.95 45 Cent 33.00 45 Cent 33.05 45 Cent 33.10 45 Cent 33.15 45 Cent 33.20 45 Cent 33.25 45 Cent 33.30 45 Cent 33.35 45 Cent 33.40 45 Cent 33.45 45 Cent 33.50 45 Cent 33.55 45 Cent 33.60 45 Cent 33.65 45 Cent 33.70 45 Cent 33.75 45 Cent 33.80 45 Cent 33.85 45 Cent 33.90 45 Cent 33.95 45 Cent 34.00 45 Cent 34.05 45 Cent 34.10 45 Cent 34.15 45 Cent 34.20 45 Cent 34.25 45 Cent 34.30 45 Cent 34.35 45 Cent 34.40 45 Cent 34.45 45 Cent 34.50 45 Cent 34.55 45 Cent 34.60 45 Cent 34.65 45 Cent 34.70 45 Cent 34.75 45 Cent 34.80 45 Cent 34.85 45 Cent 34.90 45 Cent 34.95 45 Cent 35.00 45 Cent 35.05 45 Cent 35.10 45 Cent 35.15 45 Cent 35.20 45 Cent 35.25 45 Cent 35.30 45 Cent 35.35 45 Cent 35.40 45 Cent 35.45 45 Cent 35.50 45 Cent 35.55 45 Cent 35.60 45 Cent 35.65 45 Cent 35.70 45 Cent 35.75 45 Cent 35.80 45 Cent 35.85 45 Cent 35.90 45 Cent 35.95 45 Cent 36.00 45 Cent 36.05 45 Cent 36.10 45 Cent 36.15 45 Cent 36.20 45 Cent 36.25 45 Cent 36.30 45 Cent 36.35 45 Cent 36.40 45 Cent 36.45 45 Cent 36.50 45 Cent 36.55 45 Cent 36.60 45 Cent 36.65 45 Cent 36.70 45 Cent 36.75 45 Cent 36.80 45 Cent 36.85 45 Cent 36.90 45 Cent 36.95 45 Cent 37.00 45 Cent 37.05 45 Cent 37.10 45 Cent 37.15 45 Cent 37.20 45 Cent 37.25 45 Cent 37.30 45 Cent

Around the State

Movements of Merchants.

Tecumseh—Wallace Angell, baker, has sold out to Jos. Hines.

Fowlerville—Place & Elliott succeed Place & Gale in general trade.

Northville—Woodman & Cray, meat dealers, have sold out to F. Francisco.

Alma—John W. Dean succeeds Dean & DeYoung in the furniture business.

Elsie—Dr. J. H. Travis has purchased the drug stock of A. L. Lawrason.

Flint—Evey (Mrs. D. E.) Mead has sold her boot and shoe stock to H. N. Bush.

Marine City—Edward D. Reid has purchased the grocery stock of Wilber L. Smith.

Gladwin—B. S. Lewis continues the hardware business of Foster & Lewis in his own name.

Vanderbilt—Glazier Bros., formerly of Bay City, have opened a general store at this place.

Eaton Rapids—Wm. Brahmer & Co. have purchased the grocery stock of S. C. Olmstead & Son.

Ogden Center—M. D. Baser, dealer in confectionery and cigars, has sold his stock to George Rinehart.

Reese—Kren & Bushaw is the style of the new firm which succeeds W. F. Kern & Co. in general trade.

Lapeer—Peter J. Woodward has purchased the grocery stock and bakery business of Wm. H. Gibbons.

Alma—The directors of the Union Telephone Co. have declared a semi-annual dividend of 4 per cent.

Vanderbilt—Bonner Bros. continue the general merchandise business of the estate of the late H. L. Bonner.

Amasa—H. F. Christenson has retired from the general merchandise firm of H. F. Christenson & Co.

Elk Rapids—Work on the new general store building of Aaron Goldfarb is being rapidly pushed to completion.

Vassar—Wm. D. Purcell has purchased the interest of his partner in the grocery and meat firm of Hoxsie & Purcell.

Cedar—H. F. Boughey has purchased the general stock of H. F. McFall and will continue the business at the same location.

Big Rapids—A. J. Zeller, of this place, and H. S. Tenney, of Stimpson, have purchased the grocery stock of Smith & Doe.

Belding—L. O. Cushing, proprietor of the Central drug store, has formed a life partnership with Miss Clara Krauss, of Ann Arbor.

Holland—Peter Maas, of Hamilton, will shortly erect a store building on Land street, which he will occupy with his general stock.

Charlotte—Arthur Bailey has retired from the bakery firm of Bowers & Bailey and has gone to Williamston to take a position in a store there.

Interlochen—Mr. Lyon, son of L. W. Lyon, of the Wylie Coopers Co., at this place, has purchased the grocery stock of A. B. Curtis.

Charlotte—Geo. E. Adams has purchased the feed mill business and leased the building of O. E. Packard and will take possession Sept. 1.

Flint—D. P. Rowland, of the firm of Geo. Kline & Co., dealers in produce and hay, has retired from the business and opened a bazaar store at Pontiac. Geo. Kline and Mark VanBuskirk, the remaining members of the firm, will continue the business at the old stand.

Fremont—A. P. Reber, of Lena, Ill., has purchased an interest in the general merchandise firm of Pearson & Reber. Mr. Reber is a brother of Walter Reber.

Lowell—R. B. Loveland & Co., who have been engaged in the produce business for the past two years, have purchased the grocery stock of Chris. Bergein.

Camden—Ford Norris will remove his dry goods, clothing and boot and shoe stock to Hillsdale, where he will occupy the building recently vacated by Boyle & Brown.

Negaunee—John Erickson, who has been engaged in the grocery business here for the past ten or twelve years, is erecting a store building, 30x65 feet in dimensions.

Lake City—The hardware business of S. A. Howey & Co. will be continued for the present under the management of Jay W. Carr and under the same firm name as heretofore.

Reading—D. H. Bartholomew, dealer in coal, and Newton Kane, dealer in carriages and implements, have consolidated their business under the style of Bartholomew & Kane.

Traverse City—O. E. and Fred Boughey have purchased the interest of H. F. Boughey in the implement business of Q. E. Boughey & Co., and hereafter will conduct the business alone.

Cassopolis—E. J. Johnston, for some years deputy postmaster at Reed City, has purchased a half interest in the drug stock of C. B. Thomas, of this place. The new firm will be known as Thomas & Johnston.

Holland—Visser & Brunson have engaged in the poultry and egg buying and shipping business in the building opposite the Ottawa furniture factory, North River street. They also buy iron, brass, rags, etc.

Eaton Rapids—Clyde Booth has resigned his position as clerk in the shoe store of J. Carr and purchased an interest in the grocery stock of Frank L. Kingan. The new firm will be known as Kingan & Booth.

Big Rapids—The Ras. Peterson grocery stock has been sold by special receiver, J. C. Jensen, to Mrs. Ras. Peterson, wife of deceased, for \$1,725. Mrs. Peterson will continue the business at the same location.

Detroit—With better health than he has had before in fifteen years, and an ambition to get into harness again, C. H. Michell has secured the lease of the store now occupied by John V. Sheehan & Co., 1146 Woodward avenue, and about Oct. 15 will re-engage in the grocery business.

Hancock—E. M. Liebleine, the wholesale grocer, is about to commence the erection of an annex to his block. The annex will be 60x34 feet in size, three stories high, and will be constructed of sandstone to match the main building. It will be erected on the southeast corner of the old building and will be used mainly for storage purposes.

Adrian—Some time ago B. Barnett, the clothing merchant at 29 East Maumee street, purchased certain goods of A. Groden & Co., of New York. They were not satisfactory and Mr. Barnett sent them back. Suit was commenced before Justice Vandergrift to recover pay for the goods, but when the case was called for trial, the plaintiff submitted to non-suit.

Houghton—Nelson Morris & Co., the Chicago meat packers, have closed a deal whereby the concern secures a fifteen-year lease from the Edwards es-

tate for the property on which now stands the pavilion built for the Houghton carnival ball. By the terms of the lease, possession is given Sept. 1, and it is the intention of Nelson Morris & Co. to immediately erect a cold storage house. This will be made the distributing point for the copper country of the company's business, and will make three buildings of the kind to be erected at Houghton by Chicago meat packers, the others being those of Armour & Co. and Swift & Co.

Manufacturing Matters.

Adrian—The American Screen Co. has increased its capital stock from \$20,000 to \$45,000.

Benton Harbor—The Benton Harbor Fruit Products Co. started up its factory last Tuesday with bright prospects for a profitable season's work.

Hastings—Hugh D. Burns has purchased a third interest in the foundry and machinery firm of Green & Early. The firm will be known as Green, Early & Burns.

Midland—The Dow Chemical Co. has purchased the plant of the Midland Chemical Co. and will continue the manufacture of bromides. Repairs and improvements will be made to the property.

Charlotte—The Charlotte Manufacturing Co. has closed its plant in all departments, except the finishing room, while the work of replacing the old engine with one larger and of greater power is in progress.

Moline—The new elevator and warehouse of Milo F. Gray is nearly completed. It is 24x90 feet in size and will have a capacity of 8,000 bushels of grain, 150 tons of hay, besides ample storage for bran, middlings and seeds.

South Haven—Barrett & Barrett, manufacturers of cider and vinegar, have purchased the A. M. Prouty warehouse opposite the Williams dock and will take possession this fall. Mr. Prouty will conduct his business as formerly on the north side, but will move his office across the river opposite the grist mill.

Fife Lake—H. E. Codd has purchased the sawmill plant of Emmet Hagadorn, Agent, and is equipping same with bowl machinery. Mr. Codd recently purchased the sawmill of Perkins & Co., at South Boardman, and will remove the machinery used therein, together with his machinery, to his new quarters. He will manufacture hardwood bowls during the winter and cut lumber and lath during the summer months.

Escanaba—A big timber land deal has just been consummated in the Upper Peninsula by which the Escanaba Woodenware Co. purchases from the United States Woodenware Co., which recently removed its plant from Escanaba to Peoria, Ill., 8,120 acres of hardwood timber land in Menominee county. The consideration was \$50,000. The Escanaba company will start a new town in the midst of the newly-acquired tract, two miles north of Perronville, and erect a sawmill, planing mill and lath mill there.

Allegan—Henry Cook has sold his interest in the firm of Cook, Baker & Co. to his partners, Siebe Baker, H. A. DeLano and George E. DeLano, of Otsego. The new firm will continue the business under the name of Baker & Co. Mr. Cook has been one of Allegan's steady, industrious, and progressive citizens nearly fifty years and has earned a rest from business cares. He

was in the employ of N. B. West about forty years when Mr. West operated a planing mill where the factory of Baker & Co. now stands, and became associated with his partners in the furniture manufacturing business ten years ago, when the company was organized.

Detroit—The plant of Scotten, Dillon & Co.—the official name—on Fort street, is being fitted up for active operations as rapidly as possible, but will probably not be ready much before Oct. 1. The names of the brands of tobacco to be manufactured by the company have not as yet been selected. There is a rumor afloat that this company and the new Scotten Tobacco Co. are to be consolidated in the near future and that the joint business will be carried on at the old plant. Vice-President Houston of the latter company, when questioned in regard to the report, said that it was entirely without foundation. He said that the Scotten Tobacco Co. was doing very well at its present location on Twelfth street, and would probably stay there.

Detroit—William H. Burke, Oliver H. Grunow, Dayton S. Hallock, William Dupont and George W. Stringer, a majority of the directors and officers of the Pharmacists' Cigar Co., have filed a petition in the Wayne Circuit Court, asking the dissolution of the company and the appointment of a receiver. The concern was organized March 5, 1896, with a capital stock of \$25,000, and the total amount of stock paid in at the date of the petition was \$9,763.88. The petition states that the stock, property and effects of the corporation have been so reduced by losses, depreciation in values and expenses that, in petitioners' opinion, the company can not pay its debts and the business will only result in further loss if continued. A schedule attached to the petition gives the company's assets as \$2,229.14, with liabilities, including capital stock paid in, of \$11,985.20. Judge Rohnert has made an order appointing John H. Ruehle receiver of the concern and fixing his bond at \$3,000.

Second Day's Session of the M. S. P. A.

The second day's programme of the eighteenth annual convention of the Mich. State Pharmaceutical Association was quite as interesting as the first day's proceedings. The morning session was devoted to papers and discussions on technical and scientific topics pertaining to the professional side of pharmacy. The election of officers for the ensuing year resulted as follows:

President—Charles F. Mann, Detroit. Vice-Presidents—W. D. Church, Grand Rapids; N. D. Morrish, Sault Ste. Marie, and R. T. Bower, of Petoskey.

Secretary—J. W. Seeley, Detroit. Treasurer—Walter K. Schmidt, Grand Rapids.

Executive Committee—E. E. Calkins, Ann Arbor; W. H. Burke, Detroit; C. B. Schuman, Manistee; J. S. Bennett, Lansing, and D. A. Hagans, Monroe.

Detroit was chosen for the next place of meeting.

The convention closed with a trolley ride "around the triangle," concluding with a banquet at the Lakeside Club, tendered the visiting and local druggists by the Hazeltine & Perkins Drug Co.

Guatemala picks her largest crop of coffee this year—from 800,000 to 1,000,000 quintals—upon which the government has placed an export duty of 6 pesos (97 cents) a quintal. September and October are the harvest months.

Grand Rapids Gossip

The Grocery Market.

Sugar—Raw sugars are firm but unchanged and quotations are still on the basis of 4 7/8c for 96 deg. test centrifugals. There is no change in the price of refined, but the market is steady. Both manufacturers and jobbers appear to be well stocked for the present, consequently sales are not large. A general renewed activity is expected to take place soon. Prices are not expected to go any lower during the next two months.

Canned Goods—The week just past has been a very quiet one in the canned goods trade, caused partly by the excessively hot weather and partly by the inclination upon all sides to await further developments before going ahead to an great extent. In tomatoes the stagnation is most pronounced and all the indications point to a late and greatly reduced pack on account of the damage done by the recent hot weather. Opinions received from reliable parties are to the effect that we will have a short pack of tomatoes this year, some section getting about one-third of a pack, while others will do a little better, but, taking all in all, there will not be over one-half of a usual pack and some packers are already withdrawing their goods from the market. Peas are commanding some interest, on account of their scarcity, and some little business is done in this line. Early corn has suffered greatly by the drought and what promised to be a large crop has dwindled down to about half, and while ordinary No. 2 standard corn has not advanced much, higher grades have advanced 5 @ 10c per dozen. The lima bean situation made a very sudden change during the week and new goods have been advanced 10c over the opening price. This heavy advance is due to the fact that the crops have been damaged severely by the hot weather. Pineapples are steady and unchanged. The demand is very good and it is feared it will be far ahead of the supply. New Baltimore peaches are being taken by the trade in a very liberal way and large sales are reported. Reports from Baltimore indicate that the packers are paying somewhat higher prices for the finer grades of peaches, for the reason that the green fruit trade is buying such goods more liberally than expected. There is some talk of a possible advance in prices on the canned article, as a result, but none has taken place yet. There is an excellent demand for spot red Alaska salmon and prices have been advanced 2 1/2c per dozen for some certain brands. Prices on new pack Blood Red Alaska have just been made by the Alaska Packers' Association and show an advance of 10c per dozen over the opening prices of last season. The Red Alaska is a deeper red than the Columbia River fish and not quite so oily and is preferred by many on this account, and we think that at the present price it is the best purchase in the salmon market to-day. There is a good demand for sardines. New goods have been advanced 6c per case for 1/4 oils. Canned lobster is so scarce and so high that it is now considered quite a luxury by most of the trade. All indications are for an early increase in demand for all sorts of canned goods and considerable activity in trading.

Dried Fruits—The dried fruit market shows considerable activity, especially in currants and apricots. As to prunes,

all large operators agree that the crop will be larger than it has been for several years, with a smaller proportion of large sizes, so that 40-50s and 50-60s will probably command a premium of from 1/4 @ 3/4c. It is estimated that 5,000 cars of prunes will be the maximum amount of the crop this year. There is a good demand at present, especially for 50-60s. There are less than fifty cars of spot raisins on the coast. The new crop is conservatively estimated at 3,000 cars. The crop has been somewhat lightened by free sales to the wineries. The quality is better than it was last year and there are more high grades. The Association controls upward of 90 per cent. of the crop, but it realizes the necessity of fixing a price that will send raisins into consumption quickly. The prices are looked for about Sept. 25. There is a good demand for spot raisins, particularly two and three crown loose muscatels. Apricots are 1/2c higher on the coast and the market is very firm at the advance. Apricots have been moving very fast for this time of the year. The demand for export continues and the West is buying quite heavily. The entire crop of California will fall below the estimate made a few months ago. It is now stated that the crop will not exceed 600 cars and that already two-thirds of this has been placed. It is further estimated that the crop of Santa Clara Valley will not turn out, all told, to exceed 225 cars. New crop dried peaches come in for decided activity and a number of large sales have been made. Reports from the coast state that the market there is 1/2c higher. The crop of peaches in California will not exceed 800 cars, as against 1,500 last year. This is also caused by the excessive hot weather of the last few weeks. Currants are still going up. Prices show an advance of 1 1/4c per pound during the last two weeks, with the probability of a still further advance. In the month of May last there was a crop of currants indicated at 180,000 tons, while to-day it is figured at about 60,000 tons. In past years the shipments from Greece have averaged 130,000 tons and the shortage now in sight has hardened the situation to a very great extent. An estimate from Fresno of this year's fig crop is 150 carloads. There is an advance of 1c on Smyrna figs. Reports from Smyrna indicate the fig crop at 65,000 camel loads. A camel load is practically a case of 400 pounds. The fig crop of Smyrna once exceeded 75,000 camel loads or cases, but averages about 45,000 cases. The crop now ready, being 65,000 cases, is an extra large one, somewhat more so than last season.

Rice—Business transactions in rice were small, trade continuing of a hand-to-mouth character, but full prices were realized for both domestic and foreign grades.

Tea—Buyers continue indisposed to enter the market, having ample stock on hand to meet current wants. Supplies continue moderate on the spot and prices for all grades are fully maintained and all indications point to a waiting market, pending news from China. The withdrawals of teas in the United States for the month of July amounted to 14,000,000 pounds, being the largest deliveries since the new duty law went into effect.

Molasses—The usual quiet prevailed in molasses during the past week, but prices ruled steady. Spot supplies are small and dealers are not offering goods,

anticipating higher prices with the opening of the fall demand.

Fish—New salt mackerel has advanced \$2 per bbl. over the prices of the previous week. The advance is due to lighter receipts and more active demand from the West.

Nuts—Trade in nuts is improving, the beginning of the buying for fall and winter trade having set in. Trading of very liberal proportions is reported in Chili walnuts, pecans and Brazil nuts. Brazils have been advanced another 1/2c, due to liberal buying at the old quotations. Chili walnuts have been advanced 1/4c and Sicily filberts also show a slight advance.

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—Are low and there is almost no prospect of an increase at once. The tremendous competition of deciduous fruits, which seem to be more plentiful than ever, is telling heavily against bananas and receivers are meeting some difficulty in securing purchasers for their goods. It is possible to buy bananas very low now.

Beans—Trustworthy reports indicate that the acreage in Michigan is fully double what it has ever been before and the present indications are that the Michigan crop will be two or three times as large as the largest crop ever harvested in this State.

Beets—40c per bu.

Blackberries—\$1 per crate of 16 qts.

Butter—Receipts of dairy are running so poor in quality that the best trade is depending on factory creamery almost altogether, in consequence of which the price has moved up a notch—20c for fancy and 10c for choice. Dairy grades range from 16c for fancy and 15c for choice to 13c for packing stock, but most of the receipts are included under the latter classification.

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 @ 18c per bunch.

Crab Apples—50 @ 60c per bu. for early varieties.

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

Eggs—Local dealers meet with no difficulty in obtaining 12c for fancy candled stock, which enables them to net their shippers about 10c. The recent hot weather has increased the percentage of poor eggs, but country merchants appear to be more particular than formerly and are disposed to scrutinize offerings more closely than in former seasons.

Egg Plant—\$1.25 per doz. Receipts are the finest ever known at this market, both as to quality and size.

Grapes—Niagaras have put in an appearance and find ready sale at 18c per 8 lb. basket.

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

Green Peas—Marrowfats, 75 @ 80c per bu.

Green Stuff—Lettuce, 60c per bu. for head and 40c per bu. for leaf. Onions, 12c for silver skins. Parsley, 25c per doz. Pieplant, 50 @ 60c for 50 lb. box. Radishes, 10c per doz. for long, 8c for round and 12c per doz. for China Rose.

Honey—Fancy white has advanced to 12c. Amber is also higher, commanding 10c. The demand is strong.

Lemons—Are very strong, there being a notable improvement within the past week. There has been an advance of 75c per box on 360s and \$1 per box on 300 and the tendency is still upward. The smaller receipts than usual at this season and the strong demand from all consuming quarters have created a very firm position in all grades. There has been a strong demand for 300s which it has been difficult to fill, owing to the scarcity of the size. In 360s trade was likewise very active, owing to the fact

that buyers have been unable to secure what they wanted of the 300 size. The market has, therefore, ruled very stiff on everything, and it has been difficult so far this week to get enough of any size to supply the demand.

Mint—30c per doz. bunches.

Musk Melons—Nutmeg, 75c per doz.

Osage and Cantaloupe, 75c @ \$1 per doz.

Peaches—Early Michigans are in large supply at 65 @ 75c per bu. Crane's Early are coming in freely and finding an outlet at \$1 @ 1.25. Early Crawford's will be in market by the latter part of the week, commanding \$1.25 @ 1.50 per bu.

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

Peppers—Green, 80c per bu.

Pineapples—While the season is practically over there is still a fairly good sale for such goods as come forward and show quality to warrant buying. Consumers are not tired of them, but they do not want to pay any more than they have to pay relatively for other sorts of deciduous fruits, a condition which leads to a rather slow market.

Plums—Abundance are in liberal supply at \$1 per bu. Bradshaws are free sellers at \$1.25. Blue varieties range from \$1 @ 1.25.

Potatoes—30 @ 35c per bu.

Poultry—All kinds of stock are scarce and it is so difficult to obtain supplies that local dealers are obliged to turn down some of their orders from the resort trade. Dealers pay as follows for live: Broilers weighing 1 1/4 to 2 lbs. command 9 @ 10c per lb. Squabs are slow sale at \$1.25 per doz. Pigeons, 50c. Fowls, 7 @ 8c. Ducks, 7 @ 8c for spring. Turkeys, 9c for hens and 8c for gobblers. For dressed poultry: Chickens command 11c. Fowls fetch 10c. Spring ducks are taken at 8 @ 9c. Turkeys are in fair demand at 10c for hens and 9c for gobblers.

Summer Squash—60c per bu.

Tomatoes—50 @ 60c per bu. The crop is large and the quality is fine in every respect.

Turnips—40c per bu.

Watermelons—15 @ 20c, according to size and quality. Arrivals continue free with very few commanding full price, although there are some that are going out moderately well at the figures quoted. The condition of arrivals is quite satisfactory, but the quality of the goods is not up to requirements.

Wax Beans—Fancy stock fetches 75c per bu.

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

Lester J. Rindge is now on a fortnight's trip through the Georgian Bay country. But for a change in his plans, which led him to begin the trip at Toronto, he would have gone north on the ill-fated passenger train which was wrecked on the morning of Aug. 15.

Wm. Puma, who has been assistant book-keeper for Wm. E. Barrett & Co. for the past seven years, has taken the position of billing clerk and house salesman for the Ball-Barnhart-Putman Co., succeeding Charles Cornwell, who has taken the position of city salesman.

J. M. Mapes has moved to this city from Chicago to engage in the manufacture of canned and preserved goods at 80 and 82 Campau street, under the style of the Grand Rapids Preserving Co.

The grocery firm of Noble & Croll, 354 West Bridge street, composed of Isaac Noble and Mrs. Anna Croll, is compromising with its creditors at 50 cents on the dollar.

Joseph B. Ware and E. A. Stowe have sold their interest in the Michigan Brush Co. to S. B. Jenks, who will continue the business at the same location under the same style.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market is easy under liberal offerings and a very light demand for all kinds. Reports are favorable from most bean sections as to the coming crop, and holders are showing considerable anxiety to clean up. Marrows, \$2 @2.15; medium, \$1.90@2.10; pea, \$2 @2.15; white kidney, \$2.10@2.20; red kidney, \$1.65@1.90.

Butter—A stronger market on this product has never been known. Sellers themselves were out bidding 21c for extras, but got nothing, as holders were only supplying their regular customers and not feeding the trade with a class of goods they could not replace at the money. The dairy interests of this country are certainly "in it" this year, but it remains to be seen how the speculator will come out. One of our oldest and most successful butter dealers gives this advice to producers, "Sell it to them; don't you try to hold over a pound of butter in any way as you will not know the time to let go when there is a profit." All receipts in this market of good to extras have been wiped up on arrival, and there is practically nothing here in the shape of lower grades. Western and State extras are held at 21c; firsts, 20½c; good to choice, 19½ @20c; common to fair, 17@18c; dairy choice to extra, 19@20c; fair to good, 18@18½c.

Cheese—At last sellers have managed to advance prices. The few weakkneed holders were cleaned up several days ago and are now buyers themselves to keep their trade supplied. To-day the fancy small colored is selling at 11c; good to choice, 10@10½c, and common to fair, 8@9c. Several lots of badly swollen Western sold at 8c last week and a few to-day brought 8½@9c.

Eggs—Country markets are reporting sales of strictly fresh at 15c and as that is the full strength of the market here at present, receivers of strictly fancy are talking higher prices for this week. Western choice to fancy are quoted at 14½@15c, with good serviceable stock at 14c, and although complaints are numerous of quality, quite a good business is being done at that figure. Lower grades are too uncertain to quote.

Dressed Poultry—Everything was picked up on arrival. Fowl was particularly in good request and 12c was paid for fancy and nothing sold below 11c. Chickens went at 13c for fancy, with an occasional selected lot at 14c. Good to choice, 11½@12½c. No enquiry for dressed ducks.

Live Poultry—Receipts were light of chickens and not half enough fowl offered to supply the demand, still buyers would not pay above 10½c as a rule for the best lots and 11c for fancy; fair to good, 10c. Chickens, when heavy, brought 12c straight, and 11c for ordinary small and medium. Ducks in good request and firm. Fancy, 70@75c, and extra, 80c; small, 40@60c per pair. A small lot of geese sold at 60@70c

each and more wanted. Pigeons quiet at 15@20c per pair.

Apples—The flood of early stuff continues and selling at very low prices, while fancy hand-picked red or green fruit is bringing a little more money and selling quite readily. Strictly straight lots of fancy sold at \$1.50 per bbl. and occasionally at \$1.75; good to choice, \$1@1.25, while common to fair were a drug at 40@60c, and the latter price hard to draw.

Pears—Active demand for Bartletts and Clapps of fancy quality, and receipts light. There is a liberal supply of common hard stock of all varieties and very little business at what shippers consider fair prices. Bartletts fancy, \$3.25@3.50; No. 2, \$2@2.50; Clapp fancy, \$2.75@3; No. 2, \$1.75@2; common to fair, all kinds, \$1@1.50 per bbl.

Peaches—Bright sound peaches from all sections sell easily, while small and immature are not wanted at very low prices. Especially is this so of New York State stock, of which receipts are heavy. Fancy Delaware in ½ bushel baskets sold at \$1.25@1.50, and good to choice at 75c@1. Michigan bushel baskets of early varieties, 75c@1; N. Y. State, ½ bushel basket, 20@50c; pecks 10@20c.

Plums—Quality is improving daily and demand keeps pace, but there is still a too heavy supply of common poor stuff, which buyers will not take except at very low figures. It is impossible to mention varieties, and at present the name is of no consequence. Michigan, in bushel baskets, were in good shape and sold quickly at 90c@1.25, mostly at \$1@1.25; 8 lb. baskets, green, 12@20c; blue, 15@20c; yellow, 12@20c.

Grapes—Receipts are mostly from Georgia, North Carolina and Alabama, although Hudson River poor stuff and a few New York State Champions are offered. Demand fair for choice to fancy. Common could not be sold for freight charges. Far Southern in 8 basket carriers, about 22 lbs., sold at 50c@1, up to \$1.25 for extra; Hudson River, 25@75c; Champion, 5 lb. baskets, 8@10c.

Huckleberries—Firm; good demand for fancy at 7c per quart.

Oranges—Quiet. Late Valencias, \$4.50@5 per box.

Lemons—Active. Cases, \$5.50@7; boxes, \$5@6.75; California, \$4.75@5.50; limes, per bbl., \$6@7.

Melons—Supply heavy, but demand is active from surrounding points, as well as locally, and although the market is fairly steady to-day, a break is certain. Extra large, 40@50 lbs. average sold at 20@22c; 25@35 lbs., 16@18c; 15@20 lbs., 12@15c in lots. Cantaloupes in liberal supply from nearby sources, but with Southern stock out of the way prices are fully up to the average at this season of the year. No. 1 in peck baskets sold at 30@40c; bbls., \$1.25@1.50.

Potatoes—Market has been decidedly strong for a week past under an active demand and prices are considerably higher, especially on fine smooth large stock, of which receipts have been very

light. New York State potatoes are but slightly improved in quality from early arrivals, and this has created an unusual demand from outside points. Fancy white clean stock and sound sold at \$1.60@1.70 per bbl; No. 1, \$1.40@1.50; No. 2, \$1.25@1.30; common, small, 75c@1 per bbl.

Sweet Potatoes—Good demand at \$3 @3.25 per bbl.

Onions—Quiet, but market is firm for fancy yellow at \$1.60@1.70 per bbl. White and red, \$1.60@1.65.

Cabbage—The hot weather lately has been against this vegetable; all receipts must be sold on arrival and prices are necessarily low. The best stock goes at \$2.25@2.50 per 100 heads, and others according to condition.

Cucumbers—Heavy supply selling at 75c@1.25 per bbl.

Tomatoes—Market flooded. It takes an extra fancy lot to bring 35@40c per bushel. The bulk of the business is at 25@30c for good to choice.

Celery—Market is again loaded and quality is fine as a rule. This makes fair to good stock almost unsaleable. Fancy large sold at 35c; good to choice, 25@30c; common, 10@15c per doz.

Cauliflower—Light receipts; \$1@1.25 per doz., for large heads.

Egg Plant—Good demand at 50@75c per doz.

The annual crop of mushrooms in France is valued at \$2,000,000, and it is said that there are sixty wholesale firms in Paris dealing exclusively in them. In the department of the Seine, it appears, there are some 3,000 caves in which mushrooms are grown, and about 300 persons are employed in their culture, and rarely leave the caves. And now science, which is always dealing happiness heavy hammer blows, says a small black bug, uninvited and hitherto unknown, is here attacking the mushroom of commerce and making it as noxious as the deadly toadstool.



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.

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

VALUABLE LAND.

Quarter-Acre Ginseng Patch Yields \$25,000 This Year.

From the St. Louis Republic.

Perhaps the most valuable quarter acre of ground in the world is situated in one corner of the private garden of a country merchant living in Houston, Texas county, Mo. The income from this little patch of ground in 1900 is enough to pay a 10 per cent. dividend on a quarter of a million dollars. A rejected offer made for its production in 1901 was for a sum sufficient to pay a 10 per cent. dividend on \$540,000. An offer of \$100,000 cash made for the ground was refused as quickly as made.

This patch of Missouri is planted in ginseng.

The country merchant who owns it is G. F. Millard, who has lived in Texas county all his life, who made a modest fortune in the mercantile business, who tried stock farming as a "side line," and suffered a heavy loss, and who then, although still continuing in the mercantile business, took up the study and culture of ginseng. He was prompted to try to raise ginseng because the United States Department of Agriculture stated officially that it could not be successfully grown in the United States. Mr. Millard has unlimited faith in Missouri; he thinks it has the finest soil and the best climate in the temperate zone. When he saw that the Department of Agriculture said ginseng could be raised elsewhere, but not in this country, he pondered awhile and then decided to see if he could not prove the Department didn't know what it was talking about.

So he got a few ginseng roots from Kentucky and planted them in rich bottom soil. They came up, but a flood washed all of them away. He tried another planting; this time selecting a spot of ground about ten feet by four feet, in a corner of his garden in town. This crop failed. He tried again in the same place. The third crop was almost a total failure, but not quite. By this time, however, he had learned much about ginseng, and his fourth crop, small as it was, was a success.

This was encouragement at last, and Mr. Millard went at the cultivation of his fifth crop with some degree of certainty. He enlarged his patch to about an eighth of an acre. Since then he has been succeeding admirably. Each year he added more ground until he had a quarter of an acre planted in ginseng. Each succeeding crop has been several times better than its predecessor, and now even Mr. Millard's neighbors and the scientists who for nine years have been doubting him are forced to admit that he has solved the question of ginseng culture in the United States.

Not until this year has Mr. Millard consented to dispose of a single plant, root or seed of his ginseng stock. Every seed was carefully preserved and planted by him the following spring. He was determined that his stock should not run low. But this year he feels that he has enough stock for himself, and that he can spare some to others who wish to embark in ginseng culture. He has closed one contract for \$16,000 worth of roots and seeds, to be delivered to a New York man when the crop is gathered in September. Other contracts for sums ranging upward from \$25 bring the total amount of sales for this year close to \$25,000. All of this supply has come from the quarter acre tract. A year ago Mr. Millard planted another half acre in ginseng. This tract is situated about three miles west of Houston, in a corner of what was Mr. Millard's prospective stock farm. This is not an experiment; it is a development, planted and cultivated after exact scientific methods. None of the plants in this half-acre patch are yet productive, but Mr. Millard expects to begin selling from them next year.

Marion S. Millard has an indirect interest with his uncle in the culture of ginseng, and has spent most of his time in the last few years in a study of the plant and its peculiarities, under the tutelage of Mr. Millard, the elder. Young Mr. Millard talks interestingly of ginseng.

"Uncle Frank has been called a crank on the subject of ginseng," said the young man. "He has been criticised, derided and boldly laughed at. Now he is not regarded as a crank but as a very smart man. People who used to laugh in his face and chide him for his foolishness are begging him for a few roots, that they may start a ginseng farm of their own. But it is his time to laugh, and he does laugh. He can afford to. He thinks—and when he expresses an opinion concerning ginseng he has facts behind him—that his crop next year will be more than double the value of that of this year. He has succeeded in greatly augmenting the development of the plant, and admits that his ginseng is twice as productive now as it was when he first took it in hand. My impression is that he is entirely too conservative in this matter; I know that some of the plants are five times as productive as they were."

"Ginseng is not a pretty plant. It consists of a single stalk that shoots up to a distance of from eight to twenty-four inches; then four prongs sprout out, each of them terminating in a bunch of five leaves; from the point of sprouting the stalk continues upward three or four inches and terminates in a close group of berries. There are from three to thirty berries on each stalk, and each berry contains two or three seeds. Ginseng does not produce seed until it is two years old; each year after that, so far as the experiments have progressed, it increases in productiveness at the rate of about 100 per cent. a year. In the fall the stalk dies down, but the root remains alive and puts forth again in the spring. Every three or four years the roots are covered with three or four inches of leaves. The plants require practically no care and shoot up through the ground every spring."

"If ginseng has any real medicinal value I do not know of it. It is a slight laxative, but otherwise its value is altogether in the reverence in which the Chinese hold it. They regard it with a superstitious admiration and make all sorts of uses of it. They have a particular fancy for certain forms of roots. One of these is the 'Manchurian' form, which is much the shape of a man. They will pay fabulous sums for these roots and will preserve them in handsome glass cases. Mr. Millard thinks he has a few of these uniquely shaped roots now and is watching them with particular care. The seeds sell for five cents each and the yearling roots for 20 cents each. As an acre of eight-year-old plants will produce over 3,000,000 seeds, there is little doubt that Mr. Millard knew what he was doing when he stuck to ginseng, and I dare say that he has not spent much over \$2,000 in all his experiments, which have lasted over nine years."

The market value of ginseng roots and seeds at the present time is 20 cents for the former and five cents for the latter. In one acre of ground there can easily be planted, allowing twelve inches space for each plant and eighteen-inch walks between the five-foot beds, 52,000 roots. It will be two years before any of the plants from these roots will bear seed. They will not be heavy bearers at once, but will increase steadily in productiveness for at least eight years. The eighth year each of the 52,000 plants should bear sixty seeds, or a total of 3,120,000 seeds. Allow liberally for loss in gathering, shipping, etc., and we have a crop of at least 2,000,000 seeds to realize on. At five cents each this will amount to \$100,000 annual income from seeds alone, with the roots from which they were grown as good or better than they were.

But the market for seeds is not among the ginseng consumers. It is among those who want to engage in the business of raising ginseng. Where the consumer is to be supplied direct, the value of the crop must be figured in a different way. Say that a full crop of seed is available for planting. That will be 3,120,000 seeds. Allow for the loss and failure to generate of 1,120,000 seeds. This will leave 2,000,000 seeds that are practically sure to generate and create 2,000,000 roots. In eighteen

months these roots will be ready for market and can be sold direct to consumers, the present price being 20 cents each, or a total of \$400,000 for two years from the ginseng crop in eighteen months. This crop of 2,000,000 roots would require a space of approximately forty acres. One acre should produce 52,000 roots, which at the market price of 20 cents each, should, after eighteen months, bring a return of \$10,400.

No More Grocery Saloons in San Francisco.

The Police Commissioners of San Francisco, Cal., have ruled that they will grant no more new licenses for combination saloons and groceries, as they consider there are enough of these already, and that in cases where it is necessary to have one support the other, a license will be granted for neither.



Send for Catalogue and Mention this paper.

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.

Fresh Eggs Wanted

Will pay cash
track your station.

Dittman & Schwingbeck.

204 W. Randolph Street,
Chicago, Ill.

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.

For Profit at the
Educate Old Reliable

Grand Rapids Business University

75, 77, 79, 81, 83 Lyon St.

For circulars, etc., address

A. S. Parish, Grand Rapids, Mich.

Our New Harness Catalogue

Is worth writing for if
you have not one already.

Shows the harness we
make—is a splendid
thing to show a customer.
The harness is guaranteed by us because we make it and know about it.

Brown & Sehler

Grand Rapids, Mich.

Progress in Presswork

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

Tradesman Company

Grand Rapids



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 advertise-
ment in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 22, 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. 15, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

GENERAL TRADE REVIEW.

The fact that conditions in the money centers of the country are such as in former years would produce a decided financial stringency while no perceptible effect is manifest shows that predictions based on such causes have become worthless. A few years ago it would have been impossible that nearly \$18,000,000 of gold could go out of the country without at least creating a decided tightening of the market. During the time of the outflow and for several days afterward prices of stocks in Wall Street were steadily, although slowly, advancing. The decline which is in evidence this week seems to have no relation to the money situation; it is only that London is selling and speculators are taking advantage of rumored changes in lighting companies to wage a war against gas specialties, which by sympathy affects much of the industrial list. Railway earnings are making an unexpectedly good showing, the only declines in volume of business being in a few of the grangers. East-bound tonnage from Chicago is less than last year, but westbound freight is heavier. Reports of all roads for July show an increase over July of last year of 6 per cent., and over 1898 of 23 per cent. Reports of foreign commerce at New York for two weeks of August indicate a much heavier trade balance in August, as exports were \$22,438,480, an increase of 60 per cent. over last year, while imports were \$18,742,816, almost identical with those of 1899. Exchanges in clearing houses outside of Eastern cities continue to show a gain over last or any preceding year.

The changes in prices of iron and its products have reached a point at which abundant foreign and domestic business is assured. There was a decline in some kinds of structural products of \$8 per ton, which brings everything near a parity except rails. Through all

the decline these have been stiffly held at \$35, at which price little future business, especially foreign, can be expected.

The sales of wool at Boston are improving, although they are less than last year—2,892,000 pounds to 3,863,000. The average of prices is a little in excess of that of last year—20.49 to 20.40 a year ago. Since the decline in prices of boots and shoes more activity is manifest; but there is still much room for improvement. Cotton again advanced to 10 1/4c, the high point reached in July, which broke all records since 1890. The maintenance of good prices in wheat and corn has finally resulted in a rush to sell on the part of growers, more having come into market in two weeks than in the corresponding weeks for several years. A natural result is a more decided decline, which is the latest report.

GRAND RAPIDS AND THE ORIENT.

While it is pleasing to read from the centers of trade that the commercial relations between foreign countries and this are of the most encouraging character, there is still a general feeling that these relations are confined to certain centers in which the country at large can have but little interest. It is not questioned, for example, that iron and steel in the Old World and the New have taken a leading part in the prosperity which has been entered upon by both hemispheres, but the rest of the country outside of iron centers is not supposed to be especially interested therein. Even men engaged in that same business often fail to see how their unpretending establishment is to be affected by what is going on in, to them, the outside world. The owner of the limited apple orchard rarely thinks that his fruit can possibly be destined for the foreign fruit market, and the manufacturer, however favorably his goods are received in the home market, is not easily induced to risk any chances abroad.

Grand Rapids, until recent years, has been contented to take a leading place in the home trading centers. For a long time her furniture was finding constantly-increasing favor in an ever-widening circle and the orders from places that are more and more remote meant for the manufacturer simply an increased home patronage. The establishment of Grand Rapids as the center of chamber furniture manufacture has changed that relationship and now she feels first any variation, however slight, in the furniture market.

The Tradesman has already recorded the fact that Australia has good accounts to give in this line and South Africa has shown her appreciation of Grand Rapids with orders by the carload. This city, then, as an acknowledged leader in foreign trade, is decidedly "in the swim." What affects other centers affects her. A flurry at Pittsburg creates a breeze here. Excitement in Chicago stirs us. New York transmits to us the shock she receives from London and the trade centers of the continent, and so as a part of the world's life and activity we are in touch and keep step with both. Remote from each other and strangers to each other, trade has brought us, the Occident and the Orient, together and Grand Rapids and her distant customer find themselves kin.

The idea that it is more blessed to give than to receive gives nerve to the deadbeat, who always wants you to give.

THAT FATEFUL "BUT."

Connected as Grand Rapids has come to be with the trade centers of the world the fact can not be too deeply impressed upon her exporters that the reputation of the country, the city and the trade they represent is no less concerned in the goods exported than the exporting house itself. There is nothing which will build up trade, foreign or domestic, so surely and so rapidly as the established fact that the goods of a house are exactly what they are represented to be. Our furniture reaches its distant market. A glance shows that it "knows not seems: nay, it is," and the dealer there knows that he can recommend his goods. Use confirms his recommendation and the house is stronger for the goods it sells. An order comes for a carload of apples. The best are wanted and paid for. Selected, packed and shipped with care, sound and good and comely to the sight of the distant consumer, they confirm the dealer's statement that they are Michigan apples and that only the best come from that market.

Should such a wholesome condition of things continue, this market will become a synonym of integrity, as sterling stands for the honest money of the German trader in early England; but if history repeats itself, the chances are strongly against it. In spite of fact, in spite of maxim, which is only the expression of crystallized experience, an exporter of furniture or of fruit, tempted by a momentary gain, will sell the bad for the good, the honest name of the trade center is compromised and the decline begins. It is only a repetition of the old story. The cloth is not quite all wool and it lacks a little, only a little, of being a yard wide; but—that fateful but—the downfall is only a question of time. It took centuries to ruin Rome, but when it fell, like Wolsey, it fell "never to rise again."

Certain conditions seem to palliate this. In these days, when competition is exacting from every business man his best and threatens him with ruin at the least mistake, there are times when temptation comes and a little divergence does seem to be the least of evils. The all wool idea is unquestionably the only right idea, but the maxim does not say anything about the quality of the wool. What if the next, an inferior, grade is worked in, nobody will ever find it out. When present conditions change and the market warrants it, the old wool will be used again and the world will never be any the wiser. The thing is a little off color, but circumstances which can not be controlled demand it. Make a good job of it and we'll take the risk.

Again, trade rivalry prompts a house to play the "heathen Chinese," rather than to be distanced by a lively competitor. Getting left is not a characteristic of the American business man and it does not require much of a temptation to improve an opportunity, or even to make one, to get ahead of "the other fellow." All are after the same dollar; and if a deft putting out of the foot can be by tripping him up, secure an earlier "get there" by the man who does the tripping, the world shakes its virtuous old head at the trick and puts him down as a smart fellow, with his eye teeth cut. He got the dollar and the getter of that wins, no matter what have been his methods. Everybody does it and on that account there is little danger of the pot's calling the kettle black.

That is too often the way of the world; but it is a way that in the long

run—very often in the short run—never pays. It is bad for domestic commerce, it is especially disastrous for the foreign. Here is a fact to point the moral: A house that shall be nameless gained a foothold in Australia after much determined resistance. It depended upon the quality of its goods and their cheapness to secure the much-wanted market. A sale was finally made. The remainder was easy. The orders came in thick and fast and the product in question was crowding out all competition. Then the home management concluded that those benighted Australians were not up in the ways of the trading world and would be found "dead easy." On the contrary, they proved to be very much alive and a little the hardest cases that American house had ever tried to handle. They promptly resented what they were pleased to call the imposition, demanded reparation and utterly refused to have any further relations with them. A circumstance of a similar character took place not long ago with a firm in South America; and, more is the pity, these are not the only instances. The fact is, it is cheating, and cheating never pays. For awhile things may go on swimmingly. Then comes that fateful "but," followed by the inevitable downfall, a result reaching farther in foreign trade than in domestic, and with greater disaster because affecting the trade that circles about it as a center.

According to the Inter-Ocean a young Ohio student of electricity has just secured a patent on a form of primary battery that looks as if it were destined to wipe out every power-house and electric light plant in the country. He has succeeded in producing a battery which will give a steady current of twelve volts per square cell at about fifty amperes. Unlike any other primary cell, it keeps up a constant current until exhausted. Eight quart cells will run a two-horse power motor ten hours at an expense of 10 cents. Ten cells will burn twelve thirty-two-candle power lamps ten hours. The cell differs from any other form in that the exciting fluid is dropped into the cell at the rate of one drop a minute while the battery remains in use. Its cheapness of maintenance and great power will case its universal adoption on power lines. Almost every house and business place will have its own lighting plant and power for running sewing machines, fans, etc. The highest voltage now obtained from the best form of primary battery is nearly two volts to a gallon cell, and then only for a few minutes, as the current rapidly runs down.

No trade proselytism on the part of the United States will be needed in South Africa after the close of the war. The wounds first and the scars afterwards will keep in memory the causes which produced the conflict and for one generation at least the Boers and their descendants will not have their wants supplied by the English tradesman and manufacturer. This country is not too far away and hither, if the American market will have it so, much of the South African trade will come.

A curious practical use of astronomy was discovered in Rochester, the other day. Some workmen, testing a telescope, saw a thief steal a tub of butter from a store a mile away. They telephoned in an alarm and the thief was caught. Now astronomy will turn to the milky way to discover more butter in tubs.

WHY WOMEN WORK.

The United States census of 1890 showed that 22,700,000 persons over ten years of age were engaged in gainful occupations. Of these, 18,800,000 were males and 3,900,000 females.

In all probability the next census will show a much greater proportion of the women of the United States engaged in working to support themselves and others dependent upon them, but the proportion is large enough when nearly one-fifth of all the women have gone away from their homes and family life.

This state of things is commonly attributed to the desire of women for independence. This is wholly a false assumption. It is really the result of a failure of the men to support the women at home. There have always been some women impatient of restraint, and desiring to live lives of independence; but they were the exceptions. The greatest numbers of them would have preferred to have lived at home, devoted to the duties and occupations of the family, but, finding themselves compelled to work for a living, they have sought employment wherever they could.

It has well been asked: Why this remarkable change in social conditions—what is the cause of it? What is this vast increase in woman's labor but the finger pointing at the decay of chivalry in men? What does it tell but the sad tale of woman's suffering impelling her to seek the means of self-defense? Does it not show the devitalization of manhood, the failure of the manly spirit, a terrible default on the part of what has heretofore been held as the stronger sex? It is something which has never existed in any other age or period of the world's history.

Among savage tribes, women are the slaves who do all the drudgery, but they still have the protection of the men. Every woman in such a state of life belongs to some man, whether he maintains a monogamic institution or a harem. It is much the same with the barbarous nations. There are no women cut adrift to shift for themselves. In Greece and Rome, and in Europe during the later ages, women were all under the protection of men. In the two ancient nations there were female slaves who performed domestic service.

In the Middle Ages the spirit and order of chivalry grew up, with the object to ameliorate and elevate the condition of the sex. To-day women's rights and safety are protected by elaborate systems of law; but the law does not provide for their subsistence. Never was there a time when the law placed so many safeguards around women or gave them so much liberty as at present; but it is because the law, recognizing the default of their natural protectors, finds it necessary to assist them with such independence as will enable them to take care of themselves.

The failure of manhood, which has driven the women to help themselves, is due to many causes, but probably most to the effects of spirituous liquors and narcotic drugs. Alcoholic beverages have only come into common use in the last 300 years. Opium, although known to the Orientals from time immemorial, has only become the means of individual intemperate indulgence in Western Europe and America in very recent times, while the other numerous narcotic, anaesthetic and nerve-destroying agents invented by our modern chemistry have been known only for a few generations. Tobacco, which

was discovered with America, is now used over the world to soothe and calm nervous excitement.

The effect of these powerful agents, through centuries in some cases and for generations in others, has been vastly greater than has been even imagined. In this way the nervous systems of great numbers of persons have become disordered to a degree frightful to contemplate. Many astonishing crimes and inexplicable mental and bodily disorders have resulted; but, worst of all, is the breaking down of the energy and moral force of a great body of the population, chiefly men, for they are the worst abusers of those powerful drugs.

It is this influence that has created such enormous numbers of tramps, loafers, hoodlums and other worthless males whose peculiar characteristic is that they will not work and are determined to live on others. These classes of criminals, which are constantly increasing in numbers, are the real causes that are driving so many women to seek gainful and useful employment. These are the creatures that pretend to be seeking work and never find it, or, if they ever accept the employment offered them, will only work for brief periods to gain the means of some personal indulgence. They swell the ranks of the criminals, but they are only capable of the most dastardly acts.

Of course, there are men enfeebled by age or helpless from injuries received in the line of duty, whether in war or peace, who are, therefore, unable to support themselves and their families; but the greatest numbers of the males who do not support themselves, much less their families, are loafers, hoodlums, tramps, who are so from choice and deliberate intention. The causes which have chiefly contributed to produce these idle criminals are constantly operating with increased force, and their numbers will rapidly multiply, so that the women will be driven more than ever to go out into the world to labor for their own support and for the maintenance of these armies of idle criminals who are their fathers, brothers, husbands, sons and such other relatives.

The greatest difficulty with which the socialists will have to contend, when all the wealth and resources of the country shall be held and operated for the benefit of the whole people, will be how to dispose of the armies of criminal non-producers. They will either have to be supported or killed as cumberers of the earth and foes of the human race. In the present system of society and law there is neither any remedy for the evil nor any punishment for the criminals who are the fruits of it.

BETTER LET IT ALONE.

A devoted prohibitionist who, like most devotees, is liable to let his hopes interfere with his judgment is greatly exercised over the fact that the coming crop of wine in France is estimated at 1,457,500,000 gallons, while last season's yield was 1,272,000,000 gallons, showing an increase of 185,500,000 gallons—a statement which is not especially encouraging to the advancement of the temperance movement.

With these figures to start with, it is easy for the prejudiced American to calculate the untold misery for which those figures stand. Hopes are blighted; homes are ruined; lives are blasted and, when to these figures are added the untold millions of gallons that are produced from the vineyards of America, it begins to look like a second deluge without any Mount Ararat and without

any ark and any returning dove with an olive branch in his beak.

With no desire and certainly no intention to discuss the temperance question, as a mere trade fact it should be stated that the output of wine in this country in the general summing amounts to little—10,000,000, or at most 12,000,000, gallons being the amount. In regard to the billion and more gallons from the French vineyards, it may as well be frankly admitted, first as last, that most of this wine will, undoubtedly, go down the French throat. The most of it, however, is of a low grade, consumed, as it is destined to be, by the peasantry of Europe, who use it instead of tea and coffee because it costs less, because they like it better than those drinks, and because they think, if they give the matter thought, as they probably do not, that it is better for them.

The average American fancies that everybody drinks, as he does. If the glass has three fingers of liquid it goes down at a gulp, and so is off his mind and into his stomach. If the goblet be full he drains it before putting it down, a habit not peculiar to the American male. A widow with two charming young lady daughters, on reaching the dinner table at the close of a hot day spent at the Paris Exposition of '80, filled her glass from the bottle of rather innocent claret at each guest's plate and drained it at a draught. The effect was soon noticeable in the heightened color flushing her face from forehead to chin. Exclamations in regard to the heat and her appeal to have the window opened drew to her the attention of the elder daughter, who looked from her mother's face to the empty goblet. "Well, mother, it isn't going to be a nice thing to tell your temperance friends when you get home, but the fact is you're drunk!" The statement was true, and is worth nothing here except to show that when you are in France you must drink what the natives do and not drink it like a Yankee. Other guests who had "been there" poured a little of the wine into a tumbler of water and so had a refreshing and not an intoxicating drink. The fact is, the European does not, to use a New England expression, "swill down" his drink, and it is safe to say that these billion and a fraction gallons of the present vintage will disappear in the usual sensible way without making a single native drunk, a statement wholly improbable to the prejudiced American, with only the American model for drinking to aid him in forming his judgment.

Commercially, the large crop in France will not be liable to depress the price of the California production, because most of it is consumed at home and but little comes here. The American is not a wine consumer. He prefers whisky, an article which is doing more damage to this country than three times the amount of wine would do even if gulped down as the whisky is.

The figures, then, that represent the enormous wine crop this year in France are not necessarily so much figured evil. Wine, like fire, to which it is too often most unjustly compared, is a good servant but a bad master. So is tea, so is coffee; so is any blessing which abuse turns into a curse. The most of the wine, as the French drink it, and as humanity ought to drink it, precludes almost the possibility of drunkenness; but until the time comes when the American can look upon the wine when it is red and drink it, not pour it down, it is better for him to turn teetotaler and let it entirely alone.

BETTER DAYS GONE BY.

There is nothing else in the world more pathetic than the people and places that have seen better days. We are so accustomed to them that we pass them by with a kind of contemptuous pity; yet what a tragedy of blighted hopes and ruined fortunes these "have-beens" of life represent! How ineffably sad the lot of those whose eyes are always turned backwards toward the past instead of forward to the future, whose lives are made of dead yesterdays instead of living to-morrows! It may be nothing but the old horse, gaunt, half-starved, ill-treated, that some huckster drives on his weary rounds that was once, before age had quenched its fire and sapped its strength, a satin-coated, fleet-footed darling of the race track. Look in its bleared eyes and you seem to read all the haunting memories of better days, full of glory and excitement and all that makes the salt and savor of life. It may be merely a fine old mansion that you pass on a squalid street. Its roof is broken, its walls are defaced. It is weather-beaten and starved for paint and plaster, but once fashion and society revolved about it. Through the doorway, where slattern women stand and gossip, once rolled the tide of costly hospitality. In the halls, where dirty children play, stately dames in stiff brocade and gay gallants once trod the measure of the minuet and, inanimate as it is, the old house seems to you to be mourning its changed estate. Sadder still is the spectacle we behold on every hand of ruined lives, of people who have outlived their little hour of power or wealth or fame, who have been pushed aside and forgotten, and whose sole happiness is in remembering the days that are no more. Sometimes it is a woman who was beautiful and feted in her youth. The frosts of age have long since slain the roses on her cheek and it is faded and withered. Time has robbed her form of its grace and the years have dulled the eyes and whitened the locks that lovers praised, but she still prinks and primps and grimaces with a hungry vanity that never ceases to yearn for the compliments that nobody pays her now—an old woman aping youth, a spectacle for jeers and for tears. Often the old clerk we see toiling away late at night, long after all the others are gone, is the man who has seen better days. He was a merchant prince. He had given orders all his life, not obeyed. Misfortune came upon him and he was ruined and, old and gray, he had to learn the hard lesson of poverty. Thoughtless boys make sport of him. New ways confuse him. The old hands are slow and clumsy at their unaccustomed task, and in all the world there is no sadder sight than the man who has once been rich having to go to work in his old age for another. No people experience the capriciousness of fortune where one may be praised one moment and forgotten the next, oftener than do the people of the stage. One favorite follows fast upon another. The public is like the ogre in the fairy tale who had to be fed on the blood of youth, and let but a hint of age come to mar the face or dull the voice and the actor and the singer must make way for a younger and fairer and the star of yesterday is the "has been" of to-day.

There is no trouble in putting good men in appointive offices; but there is difficulty in getting good men when bad voters want their own kind to hold the offices.

Dry Goods

The Dry Goods Market.

Staple Cottons—Prices are held firmly all along the line. The brown goods end of the market has continued inactive and featureless, there being a lack of export buying. On the better grades of Southern sheetings and drills business is being done on the basis of $5\frac{1}{2}c$ for standards. Aside from these, however, there is some business under way at one-eighth to one-quarter of a cent below that figure. Brown osnaburgs and ducks have continued their quiet career. The demand for goods of the order of ticks, denims, checks, stripes, plaids, chevots, etc., is of an uncertain character, the aggregate business on some of these lines being insufficient to hold prices steady.

Prints and Gingham—Printed and fancy calicoes, while not active, show some accession of orders, prices being steady. In some quarters improved business is reported on mourning and indigo blue prints. Percales have been rather slow. The developments in connection with fine printed fabrics and napped goods have been few and unimportant. For gingham of both the fancy and staple varieties there has been a moderate, steady demand, showing little increase from the previous week. Woven shirting fabrics continue slow; but few agents are looking for business thereon.

Dress Goods—A quiet condition still pervades the dress goods market. Preparations for spring are under way, and the opinion of the trade appears to favor the same fabrics that stood well during the last spring season. Chevots, venetians, homespun, broadcloths, granites, poplins and camel's hair goods have strong supporters. There are those also who look upon serges and prunellas as promising. The fancy back also has its supporters. It may be said that there is a considerable demand for medium grade fancy backs for early delivery, the demand emanating from the skirt-maker, the jobber and large department stores. This demand has served to cut well into stocks of these goods carried over by several houses, and it is naturally very gratifying to them. There is some business under way in pebble chevots, venetians and cashmeres, but its aggregate volume is not sizable.

Knit Goods—The chief argument that jobbers are using in their protest against paying what they consider too high a price for their spring goods is that retailers must get goods to sell at fixed prices from year to year, say one grade being the 25 cent line, the next being made to retail for 50 cents, the third for 75c, etc., and that the consumer who purchases these grades will not, as a rule, pay any advance. Therefore, it will be easily seen he will certainly get poorer value for, say, his quarter, in case the prices of the ingredients of his purchase have advanced to any great extent. The question that the consumer should look to, therefore, is whether he is really saving money by purchasing goods for a quarter that a year ago were worth 20c. While the consumer is no expert in judging the exact quality of the goods he purchases, he can tell the difference between the underwear that he has been purchasing and that which will be offered him for the same price, for the simple reason that, while the manufacturer can cheapen goods to some extent so that the consumer will not know the

difference, if he manufactures goods at the present time in order to make even a small profit, the goods must be cheapened so that the veriest novice can tell the difference. For example, combed Egyptian yarns that are used to manufacture 50 cent balbriggans were about 24 cents a year ago. In spite of the enormous drop in these yarns recently, they are still $6@7c$ higher than they were a year ago. A manufacturer might possibly get a substitute for $28\frac{1}{2}c$ that would enable him to manufacture goods appearing just as good to the unpracticed eye of the consumer as those of the value of a year ago. But if he wants to make a profit he will be unable to pay even $28\frac{1}{2}c$ for his yarn, and he will be forced to manufacture goods of such inferiority as to be easily seen by a consumer, to say nothing of the poorer wearing quality. The manufacturer is not in business for pleasure, and must cater to the wants of his trade.

Carpets—The extreme hot weather during the past few weeks has materially retarded business. Some of the large manufacturers making standard extra supers report business as quiet, orders coming in very slowly at the full price asked, $52\frac{1}{2}c$ per yard. In some instances the mills are running 50 hours per week. Those who are engaged on pro-Brussels report a fair business on special lines. Manufacturers who sell direct to the retailers in the West report that for ingrainings ranging in price from $48\frac{1}{2}$ to 50c, where orders were placed some time ago, the buyers are anxious to have shipments made as soon as possible. Tapestry and velvet carpets continue in fair demand, and the outlook for this line is favorable as compared with other lines of carpets. Manufacturers of tapestries and velvets state that prices will be strictly maintained.

Advertising and Friendship.

Every time a merchant shows an inclination to do something that will make him friends, he is advertising. It makes no difference what it is, whether it is giving the little ones candy or delivering goods promptly, it is good advertising.

Fair business methods make profitable advertising easy, because fair business methods are advertising in themselves.

The small merchant can make advertising pay just as easily as the large one—much easier than some large ones—because he can watch each little point closely. He puts a little talk in his space in the paper, makes a price or two and, when a stranger comes in, he takes proper care of him. He makes the first and second trial purchases satisfactory to the customer.

You often hear the small merchant say that his advertising in the local papers doesn't seem to pay him. Perhaps it doesn't. The kind of advertising he is doing wouldn't pay him anywhere. Some way or other, the merchant in the small town has an idea that if he were in a large town and had his advertisement in a large paper, he would get large returns.

Whether or not certain advertising is profitable depends on the number of replies and the cost. If it cost \$1 in a small country paper and \$100 in a large metropolitan paper, there should be a proportionately large number of replies. Newspaper advertising is the best and cheapest advertising for the retail merchant, but no advertising will be profitable unless there is something about the store that is very attractive or some one about the store who makes friends.

The results of advertising depend directly on friendship. If something is

priced, the person who answers the advertisement should get it from a person who will make the buying pleasant.

The merchant who writes "something" and puts it into his ad-space will never find advertising profitable.

The merchant who makes advertising pay is a man who is an enthusiast, who does what he promises to do, and makes friends at the same time.—C. V. White.

Cotton Goods in Lace Effects.

It is gratifying to note that domestic manufacturers have made marvelous progress in bringing out lace effects in fine yarns. It is worth noting, while discussing cotton goods in lace effects for spring, that there will be an accentuated demand for colors in cotton materials when the spring season of 1901 opens in retail circles. Not that white goods will no longer be in demand, but for what seems to us a good reason, colored dress goods will be more sought after. The rage for white goods during the present season has prompted every woman—large or small—to indulge in a costume made exclusively of white materials.

There is nothing to indicate any marked change in the general scheme for cotton dress goods from that which has obtained during the season of 1900. The presence of costumes at fashionable gatherings that show hand-painted designs gives rise to the belief that printed effects will have a showing in the spring collection.

It is to be regretted at present that designers are working along the lines of extreme novelties, when it would be better if they would give their attention to bringing out new and original neat effects. It is the experience alike of cotton converters and merchants that, in bringing out printed designs in wash goods, out of five designs brought out only three will sell. An odd case sold now and then of an extreme novelty at a profit does not pay for the loss that one is obliged to take on a dozen cases which have to go on the bargain counter.

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.

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.

Notions

You know what it means to have a good line of notions:

Pompadour combs
Side combs
Circle combs
Coarse combs
Fine combs
Tooth brushes

Hair brushes
Cloth brushes
Suspenders
Shoe laces
Writing paper
Envelopes

Laces, etc., etc., etc.

Shelf paper
Pens
Pencils
Buttons
Ribbons
Handkerchiefs

Come in and examine our line.

P. Steketee & Sons

Grand Rapids, Mich.

Wholesale Dry Goods

FARM TO STORE.

Country Boy Who Was Anxious to Change Jobs.

"I must get another clerk," said the clothing merchant, looking down the length of his crowded store. "I would like to find a good, bright boy and teach him the business."

"That appears to be an easy proposition," I said.

"Not so easy as you seem to think," was the reply. "I have tried a dozen boys within a year, and have not found one that I wanted to keep."

"You have plenty of applicants, then?"

"Oh, yes, boys seem to grow on every bush. I could engage a score within an hour if I wanted them."

"What's the matter with the boys?" I asked, thinking that there might be a story in the response to the question.

"Well," said the merchant slowly, "some are lazy, some are heedless and not trustworthy, some are dishonest, and all are too fresh."

"But there must be good boys somewhere," I suggested.

"It is hard to find a modest, honest, clean-minded boy in cities of this size," replied the merchant. "I am not the only business man who realizes the fact. I could place half a dozen youngsters of the right sort in this block alone."

"Why don't you try the country?" I asked.

"I think I'll have to."

We were sitting at the merchant's desk, and just beyond it was a long table where straw hats of the cheaper grade were displayed. Standing before this table, trying on hat after hat, was a boy of perhaps seventeen, dressed in a pair of blue overalls and a "wampus" of the same material. By the way, I fail to find this word "wampus" in the dictionary, but it is a common word in the country, descriptive of an article something like a modern shirt-waist, worn by boys exclusively.

When I mentioned the country, the boy turned sharply around and fixed a pair of bright, intelligent eyes on the merchant. Then he laid aside the hat he had been examining and modestly approached the desk. He was a tall, clean-limbed young fellow, with a good shaped head and a strong, resolute face.

"Excuse me," he said, in a hesitating way, "but do you think I would do? I heard what you said about getting a new clerk from the country."

The merchant eyed the boy critically. I could see that he was pleased with his manner and general appearance, but my friend is a hard man to bargain with, and I knew that the youngster was in for a little banter.

"Do you live at home?" asked the merchant.

"I work out by the month," was the reply.

"How much do you receive?"

"Ten dollars a month."

"Would you work here for that?"

"With board and washing, yes, sir."

"You will have to do chores at the house to pay for your board and washing."

"Yes, sir."

"And you'll have to get up at 5 o'clock, do your work at the house, and be here to clean up the store at 6."

"Yes, sir."

"And you'll have to work until 9 every night."

"Yes, sir."

"And for a year you'll be under all

the other clerks, and they'll make you do all the drudgery."

"Yes, sir."

"It will be a long time before you'll get more than enough to buy your clothing, and you'll find it a hard life. Customers are often rude and impertinent, and you've got to stand behind the counter and listen respectfully to all they say. You'll be discharged if you talk back, you know."

"Yes, sir."

"The clothing business is about the worst in the world," continued the merchant, "but if you want to learn it I presume I can give you a chance. But you'll find it a tough job, youngster."

"Did you ever work on a farm by the month?" asked the boy, modestly, and as if fearful of giving offense.

The dealer shook his head.

"Because if you had," said the boy,

"you wouldn't think this a hard place. I won't have to milk nine cows night and morning, will I? Nor turn the grindstone while the other clerks are resting? Nor get pitched over a seven-rail fence trying to get a halter on a young bull? Nor sleep in the garret of a log house, where it's hot enough to melt your finger-nails off? Nor eat pie with nineteen flies baked in the bottom of every quarter?"

The merchant sat back in his chair and laughed.

"You'll do," he said, "but you don't appear to be much in love with the country."

"They are not fair in the country," said the boy. "I guess if the cows should give buttermilk the farmer would blame me, and make me pay the difference between buttermilk and cream. I don't see anything like chopping wood on rainy days here. I don't believe you'll dock me for every holiday, nor get me out of bed in the middle of the night to get the hogs out of the cornfield. If your clerks think they have a tough time here, one of them can go down into the country and get my job."

The boy was so honest and sincere in his statements that the merchant did not even attempt to keep a straight face.

"Well," he finally said, "you may come down Monday and go to work. The nine cows and the pigs in the corn and the young bull and the fly pie will be missing here, but you will have plenty of things to bother you. When you've been here a couple of months you may wish yourself back on the farm."

The boy trudged away with a bright face, and the merchant lighted a fresh cigar and meditated.

"Everything in this world is hard only relatively," he finally said. "When my clerks get to complaining I'll have the new clerk tell them some farm stories. I think he will prove a jewel."

"He will prove honest and faithful," I ventured.

"Not a doubt of it," was the reply.

"And think what a chance he will have to make the other clerks contented."

But, then, you can never tell.

Alfred B. Tozer.

End of the Company Stores.

A conference between the blowers and the New Jersey manufacturers of green glass bottles, held last week, resulted in a decision to cease operating company stores. In the future wages will be paid in cash. It was also decided that the blowers should have a right to select their own houses and not be governed by employers. They will also buy their goods where they please.

RIGHT NOW

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

NORTHROP, ROBERTSON & CARRIER

LANSING, MICHIGAN

BOUR'S COFFEES MAKE BUSINESS

Place your Business on a Cash Basis

By abandoning the time-cursed credit system with its losses and annoyance, and substituting therefor the COUPON BOOK SYSTEM. Among the manifest advantages of the coupon book plan are the following:

- No Chance for Misunderstanding.
- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of time.

We are glad at any time to send a line of sample books to any one applying for them.

Tradesman Company,
Grand Rapids.

Shoes and Leather

Vigilance the Price of Success in Shoe Selling.

My experience as a shoe clerk does not embrace a lengthy career, although I can say that I have tasted of the cup of episodes that usually touches the life of the salesman. I have been spending a great deal of time in fitting myself for the feat of fitting, rather than in fitting the feet.

It is very interesting to trace the art of shoemaking back from the proud and commanding position which it now maintains to that of its humble beginning. Many years have been spent in attaining even crude results. But at this age it seems that the art has reached its zenith in perfection. The time is here when we clerks have such a superb variety in styles of shoes that it would seem almost impossible to be unable to suit even the most exacting and fastidious customers.

I engaged as a shoe clerk with the determination to master the situation, to work for the business interests as though for myself. With the ever-increasing extension of shoemaking facilities, the business of retailing becomes more and more interesting and inviting. So with all this I was led to believe a successful career was before me if I made good use of opportunities.

I commenced work the first day with a dust cloth and a keen desire to know "where am I at?" I went over the entire stock, dusting the boxes and scrubbing and cleaning the shelves. I did not stop at this, but noted very particularly the carton labels and the markings on same. Each time I saw a new label or even a larger size, I took out the shoes and carefully and studiously examined every detail, thus fixing the style and quality so firmly in mind that it was not forgotten, but readily called to notice when the customer asked for this or that particular shoe. After several days and weeks of stock inspection I was so thoroughly acquainted with it that it became a pleasure to sell shoes.

I then took slips of paper and placed on them the systems of size marking and what each designated; the distinction between the beginning and end of sizes in infants' and children's, or youths' and boys', etc.; the different grades of leather, from the finest kid to the coarse oil grain or split; the different tannages; the style of toes and heels, trade marks and every detail attending a shoe. This was a very interesting task, and affords a means of quick selling. Davy Crockett's justly celebrated saying, Be sure you're right, then go ahead, is very applicable to the shoe salesman. I find it expedient to keep my eyes open to the position and condition of stock.

The best way to fit a lady customer is to have her sit down, and then remove the right shoe (unless otherwise directed). Closely observe the quality and style and the size and width of the shoe and the condition of the foot. Slip your hand into the old shoe and feel of its width, for one soon becomes so acute in touch as to judge just what is required. Invariably the lady asks for a half or even full size less than the shoe she is wearing. Then go to the shelves and get the shoe similar to the old one in style and of the size you think right. When you do not try on the shoe familiarize yourself with the size and width of the shoe she has on and fit accordingly.

Exercise the greatest precaution in

fitting the child's foot, for the danger generally lies in selling a shoe that is too short, causing the child sore toes and the mother to shun you in future fittings. Do not become impatient if the child is hard to fit, for there is no other part of clothing that causes the mother so much anxiety. Suit the mother's every whim and she will "hunt you up" when another occasion for shoes presents itself.

I have experienced difficulty in fitting some customers, but always treat them in a way that they will come back. The male customer is not so hard to fit as a rule, although I have had a few cases of extreme trouble in fitting and at the same time pleasing them.

Familiarize yourself with the general outlines of the anatomy of the foot. The foot wants to be free in every direction, and not impeded or restrained in the least when incased in an outer covering. Nature gives the foot many joints and they must have good action. Of course, the foot requires a certain amount of pressure to feel at ease when in the shoe. We often have to fit both feet in cases where one foot is larger than the other. The bony foot can not undergo much pressure to feel at ease, where on the other hand the fleshy foot requires it. It is a good point to watch this in shoe fitting.

Alterations in store keeping are the most inexpensive advertisement that a merchant can indulge in. The clerk should be on the alert for new ideas of arrangement. The public will surely talk about improvements and changes. It is the duty of the clerk to make everything attractive and clean. There are many stores which have an unprepossessing appearance, probably due to mismanagement in the way of decoration. The decorator should be allowed full sway, and likewise the bright young man behind the counter, who might vastly improve the appearance of things if no window trimmer were employed.

The window should be frequently dressed by the clerk if a regular window decorator is not hired. And this is one of the places where the details should be looked after. Too often does a window show an uncovered board or box, a good sized regiment of flies, footmarks on the floor coverings, bare places on the floor, all of which count against the attractiveness of a store. See that everything is kept perfectly clean and neat. It is to your own help in making sales.

Another great help to the clerk is the system of size-marking. It is much easier to sell a pair of shoes when the customer is unable to read sizes, and a much better fit is often effected. The wonderful christening of shoes has brought about many sales which otherwise would not have been consummated. "What's in a name; that which we call a rose by any other name would smell as sweet." There is a good deal in the name of a shoe. In all the great advertisements the specially devised name is the most conspicuous. The constant flow of spicy advertisements which is given these trademark shoes in the best journals and magazines has worked wonders on the minds of the people, and they are coming our way. It is a considerable factor in the success of the salesman.

The cut-and-dried style of phraseology in advertising is rapidly passing away and bright, snappy store news is what catches the eye of the public. We should be alert to offer suggestions to

our employers, if opportune, for all is to our own benefit.

The manufacturers' tasty box labels add quite materially to the appearance of the shelves and leave the impression that the contents are shoes made up in the best style and workmanship.

Quite often the low priced shoe lacks the finish given a higher priced shoe. The stitchings, foxings, tips, stays, sole, etc., often cause the loss of a sale when not neatly executed. It is a weak point the manufacturers have, for just such little things cause the most trouble in selling. The shoe should be perfect, no matter how cheap the grade of leather used.

Vigilance is the price of success in shoe selling. Calmly and coolly systematize and watch every detail of the work. Be honest to the customer and do not exaggerate the value of footwear,

and the good accomplished will afterward show your reliability and the safety with which the customer can depend upon your judgment. Get the confidence of your friends. Be prompt. Break no promises. Be reliable. Earn a good reputation. Business requires patience, endurance and forbearance. —Elmer Shaffer in Boot and Shoe Recorder.

Better and Quicker Facilities.

A few years ago it was almost impossible for the dealer to size up between seasons with the medium and better grades of shoes.

If he placed this sizing up order with the manufacturer, several weeks and sometimes from a month to a month and a half would elapse between the placing of the order and the receipt of the goods.

Time has brought a change of much benefit to the retailer in this respect and now he finds it possible to size almost any day with the newest style and extreme widths.

BREAKING THE RECORD AND HOW WE DID IT

Last year we largely increased our business, and this year, unless all signs fail, the increase will be still greater. The reason? WE SELL THE BEST GOODS, and we are wide awake to give our customers the most prompt and careful service. Our stock of goods is always clean, fresh and up to date in every respect. Try us and see. We sell the following old reliable and popular brands: American, Candee, Woonsocket, Federal, Para and Rhode Island. Also Wool Boots, Combinations and Lumbermen's Stockings. If you begin to trade with us you will keep right on.

A. H. KRUM & CO., Detroit, Michigan,
Wholesale Rubber Footwear Exclusively.

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.

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.

WHY UPPERS CRACK.**Bad Fitting Responsible for Many Complaints Against Stock.**

For the past few years almost every shoe manufacturer has had shoes returned in which the vamp just next to the tip or a little farther back had cracked after short use. Complaints were made against the stock by the dealers who returned the shoes, but the manufacturers knew the stock to be right, and had no recourse to the leather dealer. One Rochester manufacturer has been making a special investigation of these cracked shoes and has carried his enquiries so far as to satisfy him that nine-tenths of all the cracking of vamps at the side is caused by improperly fitting the shoe, and that the desire of men to wear a long, slender shoe is the bottom of it. This manufacturer

ok a large number of returned shoes and examined the bottoms of them. In most every case the shank had been worn down nearly as much as the sole of the shoe, showing that the ball of the foot had come back of where it would be in a properly fitted shoe, throwing the weight of the wearer on the shank, which caused the toe to turn up disproportionately and put an unusual strain on the vamp just where the cracks appeared. It has been easy to see that a 4½ B shoe has been repeatedly sold to a woman whose foot naturally called for a 3½ D. Long, slender shoe; which have been so much in vogue for the past three or four years have simply induced women with fat feet to squeeze them into a long shoe, although in doing so they seem to have paid no attention whatever to the fact that their weight came in the wrong part of the shoe.

Another bad practice among retailers is to cut off a portion of the heel of a shoe, forgetting or not realizing that lasts are shaped to take a certain height of heel in such a way as to make the tread square and let the weight come at the proper part of the sole. If a woman wants a low heel sell her a shoe that was made over a low heel last and not throw a shoe all out of proportion by cutting down a heel that was put on as the shoe should be worn. Dealers are suspected of sometimes selling shoes that they know do not fit rather than let a woman's money escape them, and in such cases if the shoes do not give proper service the manufacturer is asked to stand the loss. One manufacturer has put into the hands of his salesmen the following suggestions as to the proper fitting of shoes:

We do not guarantee patent calf, no matter what the condition; we guarantee our work, but not the stock. We wish to call your attention to ninety-nine one-hundredths of the trouble with patent calf not giving satisfaction. This also holds good on all kinds of stock. It is in the shoe not being properly fitted. When a patent calf, or any other shoe, is fitted too long for the foot it will wrinkle in the wrong places, turn up at the toe and is sure to crack. The strain does not come on the uppers, where it was intended, and they quickly give out. If a shoe is fitted too full over the ball, the shoe throws such large wrinkles that they will crack, sure. Fit all shoes so they will have as small wrinkles or creases as possible, and have them in the proper places, especially patent calf. Have the ball of the foot come in the proper place, so that the wearer will not walk on the shank of the shoe; that is ruinous to any shoe. Another cause of trouble is in not having the proper height heel for the last. A heel either too high or too low will bring the strain on the wrong place.

Remember, you can not sell patent calf and have it satisfy your customers unless you have the shoes fitted properly.

ly. Take it in a single lot of shoes. You do not hear of, say, more than one or two pairs that crack or give out at any point, the rest wearing all right. Why is this? Simply, these few pairs were not fitted as they should have been. If customers were correctly fitted there would be no trouble to speak of with patent calf or, in fact, with any reputable make of stock.

It is a science to fit the feet. A well-fitted shoe will wear much longer than a poorly fitted one and will give the customer comfort. Try it. We find in almost every instance, where shoes have been returned, they have been poorly fitted. This shows very plainly in an old shoe, especially when fitted too long. In almost all cases you will find the woman has been walking on the shank; the toe has been turned up, and has cracked just back of the tip. The long, slim effect is often overdone. Fit the feet, not the head. Investigate it for yourselves.

Development of the Bootblacking Industry.

The bootblacking industry appears to be rushing. The American people are becoming a nation where one-half is willing the other half should do the little personal services that come necessary in the busy man's life. There is no country on the face of the earth where the man who works in a factory is so well situated that he can afford to give another man 10 cents for blacking his boots. Ten years ago this represented the price of a box of blacking and the man had as many shines for it as there were in the box and in his good right arm. Now things are changed. The various shoeblacking emporiums welcome the patron, and do lots of business, while the old-time brush lies in innocuous desuetude at home. The ladies, too, approach these establishments with quite as much confidence as do the men, and while some of the shiners make arrangements for the ladies by the addition of a special chair, there is really no need of this, as it has come to be quite the common thing for ladies to patronize the same establishments as the men and place themselves upon the same footing—no humor intended. In New York women in bootblacking establishments no longer attract attention. They take their places with men on the elevated chairs and have come to be accepted as such an expected feature of these shops that they are not regarded with any greater curiosity than the men. The possibilities of the New York bootblacking shop increase every year. Few persons would have suspected a short time ago that its development would be so great. Small repairs have gradually been taken out of the hands of the shoemakers and become the property of the enterprising bootblacks.—Salem News.

Big Demand for Red Shoes.

Manufacturers, jobbers and dealers all report an extensive sale of red shoes for children this spring and summer. The demand was wholly unlooked for and was not expected to assume such large proportions, and stocks all over were badly broken into at the beginning of the season. The small sample lots displayed in the stores of the retailers were soon snapped up, and it was then a case of the dealer demanding the shoes from the jobbers, and the jobbers from the manufacturers, and it has kept all of them hustling to keep up with their orders. The orders being placed for red shoes for fall are large, knowing that these shoes will be as popular for fall trade as for spring trade.

Coal, wood and gas are prominent among the words that burn.

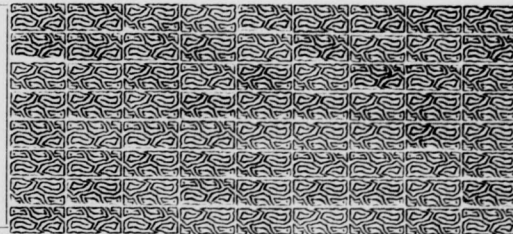
Out of the Old Into the New



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.

**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.

Hood Rubbers

First Every Time.

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

Old Colony

Best Seconds Made.

Discount 25, 5 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.,**

Clerks' Corner.

A Small Beginning with a Fruitful Result.

Written for the Tradesman.

A piece of long straight road that had been corralled by a few farsighted villagers and shut in by fences and bordered on both sides by fine large elms made up the little village of Springborough. Midway on one side of the street was a blacksmith shop under one of the finest of the elms and opposite this was the village store, also elm-shaded. From these as a center the village sauntered eastward and westward, ornamented here with a white paling fence which guarded the more or less prosperous cottage behind it and disfigured there with one of the original zigzag monstrosities which public opinion exacted from the shiftless owner of the unpainted house—if it was a house. One of the latter, in spite of broken ridge and loosened clapboards, had an air of home about it which its prosperous neighbors did not possess. A woodbine, when the dwelling was new, had clambered up the porch which shaded the "L" and, having early attained its purpose of curtaining that, had kept on until the front of the little house was screened with green. Both doors were flanked with flowers and the glimpses which the sun managed to get from time to time of the unpretending interior showed plainly enough that where the woman-reign began there were neatness and order and thrift.

There was no doubt that had the woman had her way the yard would have been as trim as the home within; but Jim Hustleton believed the first two syllables of his surname and was "a bad lot" clear through and the little woman had long ago made up her mind that there wasn't any use in trying to be anybody with that sort of man to contend with and so had taken care of her house, her boy and herself with no help from her husband, only insisting that he in no way should interfere with the trinity around which her daily life centered.

With hard work and a great deal of self-denial, the woman, with her wash-tub summer and winter, had kept the boy at school. And now the end of the summer term was approaching. As luck would have it, young Bailey, who had been clerking at the village store, had had an offer from the proprietor of a store in a neighboring town and would go to his new place a week after the school closed. Hearing this, Carl Hustleton made prompt application for the coming vacancy, and was as promptly refused. It was the case of visiting the sins of the fathers upon the children. An old grudge lay at the bottom of it, and the door of endeavor was as closely shut against the lad as if he had been the prime offender.

What, the store-keeper wanted to know, did he want of a Hustleton in there with him? It was bad enough to have old Jim in the village without trying one of the tribe in the store. There was a chance that the boy might be all mother; but he didn't care to run the risk. He would find somebody later on after he had got tired of doing the work himself, but no Hustleton big or little for him.

In the meantime Bailey left and young Hustleton, school over, went to work on the dooryard. He had long been planning for a turn at it and wondering if the yard could not be made a counterpart of the house interior. When urged

by his mother to have another interview with the store-keeper he promised he would after a little while—it was hardly the time to go quite so soon. He'd keep an eye on the opening so that nobody else should get in, and he guessed things would come out all right. He had heard what the store-keeper had said about the Hustletons, but, aside from guessing that the opinion wasn't much out of the way, he kept on with his dooryard until it began to second the idea of the curtaining woodbine of making the Hustletons' place the prettiest one in town. The zigzag fence came down. Then the weeds that for years had held high carnival followed suit—or rather came up. A straight fence took the place of the zigzag—"homely as a hedge fence," everybody said; but after they saw some woodbine planted which another year would become a fence of green leaves they concluded that young Carl had a head on him even if he was only 17 years old. That job done, he tackled the gate. There was not one in the village that didn't sag; and then the common run of gates wouldn't do with that kind of fence. By the time he got around to it he had an idea, simple but all the better for that. He cut two stout posts with the bark on, placed a bar across the top so that the gate couldn't sag, hung it and planted woodbine at the base of each post. That set the village to gatemarking; and that brought to the front "Ol' Man Means," the store-keeper, who wanted a gate fixed up like that "right straight off."

"Couldn't do it before next week, Mr. Means. To-day is Friday—Mother always wants me on Saturday; and then I don't believe I'd have that kind of gate, if I were you. It won't look well with your fence—that's painted, you know; and it won't look well with your house, which is too near the sidewalk. All you want is some stout hinges on your gate and you'll be all right. You get your hinges Monday and I'll put 'em on for you for nothing, and have it done before breakfast, too."

The store-keeper's black eyes snapped for a moment at what struck him as the cool impudence of the youngster, but, thinking better of the resentment for an instant uppermost in his mind, he turned away with a "Well I'll—some thing! but I guess the chap's right."

The gate was fixed before breakfast according to promise; and Tuesday morning saw Carl Hustleton a clerk in the village store.

Richard Malcolm Strong.

The Thoughtless Tattling of Employees.

Not long ago I employed a clerk who had been discharged from another house in the same line. I knew him to be competent and a little enquiry satisfied me that his dismissal was due to a petty conspiracy among some jealous fellow employees. So I engaged him at a good salary, and he has given thorough satisfaction.

A few days ago one of our staff was anxious to know what concessions were made by the other house to a certain customer in a neighboring city and he went to this young man for the information. The clerk hesitated and looked distressed, and finally asked to be excused from replying. "I know the facts, of course," he said, "but it is strictly a confidential matter, and I don't think I ought to divulge it to a rival firm."

The department head who questioned him took offense at his position, which

I am sure he would not have done had he given the subject any thought, and reminded him pretty sharply that he had been summarily discharged and owed no allegiance to the other establishment. Nevertheless, the young man stood firm, and the matter was reported to me.

I at once complimented him on his sense of honor and raised his salary, which took him completely off his feet, as he had fully expected to be told to go.

I wish the importance of cultivating and encouraging such standards was better understood.

There are few things more dangerous to the average business house than the thoughtless tattling of employees, not necessarily discharged employees, but men who are holding good positions and who enjoy the full confidence of their superiors. Every establishment has secrets. I don't mean shady secrets, but things of a private character, which are as much the exclusive property of the house as the stock on the shelves. The majority of the clerks obtain more or less inkling into such matters, and the more important the subject the more likely they are to blab it to some outsider. Every employee ought to be made to understand that the affairs of his house and the affairs of his employers are things he has no more right to give away than he would have a right to give away their merchandise. I have observed that young men who proceed on this principle are pretty certain to win esteem and success.

H. A. Charles.

A bicycle that in five minutes can be taken apart and packed in a bag 24x16 inches has been invented by an ingenious Frenchman.

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

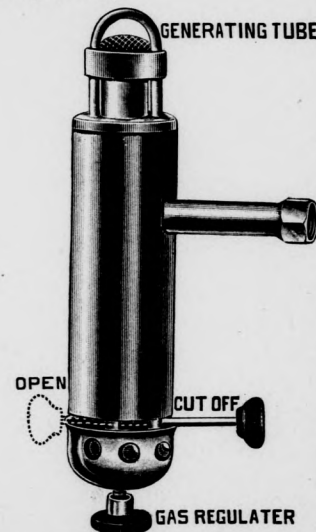
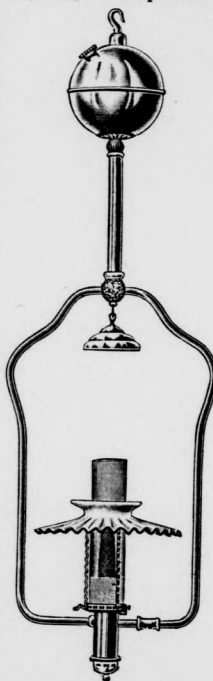
For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

NOTICE ESPECIALLY

THE GENERATING TUBES—Gas must pass continuously through the flame, thus producing the right quality of gas, which, when mixed with air, gives perfect combustion. This is covered by U. S. Patents, and hence we say that the Imperial Gas Lamp is the only gasoline lamp that can give a satisfactory light for a considerable length of time. With perfect combustion there can be no smoke, no odor, no clogging. Every lamp is fully guaranteed. Write for illustrated catalogue.

Note the features marked on burner—all these are essential to a good lamp.



The Imperial Gas Lamp Co.

132 & 134 E. Lake St.

Chicago, Ill.

WANTS DRINKING MEN.

Claims the Best Clerks Are High Rollers.

I was sitting the other day in the private office of a large retail grocer who employs six or eight clerks. A clerk entered as we sat there and informed the grocer that "Mrs. Morgan" wanted to speak to him. The grocer gave instructions that she should be asked to come in the office.

The lady at once came in.

"Can I speak to you alone for a moment, Mr. Mosher?" she asked, looking significantly at me.

"Certainly," was the reply; then referring to me, he said, "don't mind Mr. Brown; he's a good friend of mine."

Then the old lady unburdened. She was a woman of about 65, fat, but with thin lips, and with a huge gray pompadour. I afterward learned that she was the President of the local W. C. T. U.

"Mr. Mosher," she began, in smooth tones, "I regret to be obliged to inform you that your clerk, Mr. Parsons, isn't conducting himself exactly as he should after hours. My husband told me that he saw him beastly intoxicated on Juniper street one evening last week."

"Indeed," said the grocer, but with very slight manifestation of interest. Then he paused a moment.

"Mrs. Morgan," he said, in a moment, "I thank you for telling me this, but I feel that I ought to say to you that I do not attempt to exercise the slightest supervision over my clerks after they leave my store at 7 o'clock. Frankly, I do not consider it any of my business. They are all men, able to look out for themselves, and it seems to me that all that I can ask is that they do the square thing by me while in my service."

Mrs. Morgan pursed up her lips and raised her eyebrows.

"Very well, if you feel that way about it," she said. And then she left, very visibly feeling that the grocer should at once discharge the bibulous clerk.

After she had gone I said to the grocer:

"It seems to me that you rather transgress the conventional idea that a merchant ought to look after his clerks a little after as well as during business hours. I have heard many a grocer say that he wouldn't have a clerk in his place who drank, and I have heard some say that they wouldn't employ a clerk who played cards. You rather go to the opposite extreme."

"Yes, I do," said the grocer, "but there was a time when I didn't. I used to be as scrupulous as anybody could be about the private character of the young men I employed. The best clerk I ever had I fired because he got into some scrape with a girl. I discharged another because he got drunk. And after all this I came to the conclusion that it didn't pay and I flopped at once, as you say, to the other extreme. It doesn't make any difference to me now if a clerk is a regular soak at night after he leaves my store, provided he doesn't make a public scandal of himself. That, you know, isn't creditable to any store. Understand that I mean that it makes no difference to me, provided the clerk is a good clerk. If he makes a valuable employe for me, that is all I care for. It is all that I have any business to care for. He can do as he pleases in his own time."

"That's all right," I said, "but I believe if I were a merchant I would pre-

fer to consider my clerks a little under my personal and moral care as well as under my business care during a few hours of every day."

"You wouldn't feel that way if you had the experience that I have had," replied the grocer. "I don't know whether my experience can stand for the general rule, but I have found that in every case the brightest clerks are the ones who get lively at nights—the ones like Mrs. Morgan came in here to get me to fire. He's a very good example. Parsons is one of the best, most hard-working and intelligent clerks I ever had. I know he drinks, but if she thinks I'm going to let go of a clerk that suits me perfectly and who never drinks in the daytime, she's away off. I shan't even mention the fact that Mrs. Morgan complained of him."

"But I was going to tell you," continued the grocer: "As I say, the best clerks are the highest rollers, and the ones that you couldn't find fault with, no matter how badly you tried, are usually no good. They're not hustlers, as a rule. You take a young fellow who is so full of life as to work well and hard during the day and ten chances to one he'll have to work off some of his high spirits at night, too. On the other hand, the fellow who has so little spirits that he can keep still at night usually hasn't enough to lead him to work hard in the daytime."

"Then you don't believe a clerk can be hard-working and decent, too?" I asked.

"Yes, he can be, and he often is," he replied, "but my experience is that those who are are the exceptions and not the rule."

I don't agree at all with this grocer. But his experience is certainly entitled to some consideration, and it is interesting, withal, to those clerks who are trying to be both good clerks and clean men.—Stroller in Grocery World.

Slate Pencil Industry.

One firm in Chattanooga, Tenn., in 1899 made and sold 25,000,000 slate pencils, under a patented process which has closed up many competing concerns. The pencils were formerly all cut from solid slate just as it was taken from the earth. Now the slate is ground to a very fine powder, all grit and foreign substances removed, and the powder bolted through silk cloth in much the same manner as flour is bolted. The powder is then made into a dough, and this dough is subjected to a very heavy hydraulic pressure, which presses the pencils out to the required shape and diameter, but in lengths of about three feet. While yet soft the pencils are cut into the desired lengths and set to dry in the open air. After they are thoroughly dry the pencils are placed in steam baking kilns, where they receive the proper temper. Pencils made in this manner are not only free from all grit, and of uniform hardness, but are stronger than those cut out of the solid slate. For these reasons they have entirely superseded the old kind.

His Indiscretion.

In one of Chauncey M. Depew's stories he tells of meeting a man as funny as himself.

"One day," said Mr. Depew, "I met a soldier who had been wounded in the face. He was a Union man, and I asked him in which battle he had been injured."

"In the last battle of Bull Run, sir," he replied.

"But how could you get hit in the face at Bull Run?" I asked.

"Well, sir," said the man, half apologetically, "after I had run a mile or two I got careless and looked back."

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.

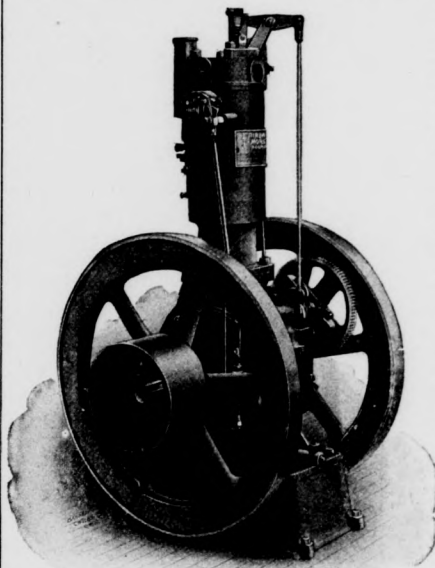
These engines are built in several different sizes—all the way from a 1½ up to a 50-horse power and even larger, and can be used for a large number

of purposes.

Catalogues mailed on application. Correspondence solicited.

ADAMS & HART,

12 West Bridge Street, Grand Rapids, Mich.



Business Bringing Booklets

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

Tradesman Company
Grand Rapids

A WORLD BEATER.

A Hardware Merchant's Experience With Fence Advertising.

"The meanest swindle I ever got up against," said the hardware man, "was the fence sign scheme."

One of the listeners happened to be a clothing merchant who had recently made quite an investment in road advertising. He was all attention in an instant.

"What was wrong with it?" he asked.

"Everything was wrong with it," was the reply.

"Didn't the agent carry out his contract?"

"By no means. Such people rarely do," was the disquieting reply.

"Tell me about it," said the man of suits, feeling like a detected criminal brought up for sentence.

"If you have been making an investment in fence advertising," said the hardware man, "you will receive but cold comfort from the story of my experience."

"Go on, please."

"Well," began the hardware man, "one day a chap came into my place of business looking as if he had all Wall Street behind him. He sported a silk hat and a diamond pin and his clothes were about as near perfect in material, style and fit as it is possible for anything to be in this wicked world, in which the first man was a rebel and the second a murderer."

"He must have been doing business with me," suggested the clothing man, with a faint smile.

"Perhaps," was the reply. "Well, he exhibited his designs and explained where he proposed putting the road signs. He showed himself to be an artist in lettering. He might make a fortune as a poster artist for one of the Miss Nancy journals."

"Same man," murmured the clothing dealer.

"He had a map showing all the roads leading into the city and also a lot of figures showing how many people passed over those roads during a week's time. Say, his figures made the circulation of the average newspaper look faint and far away. I didn't think of it then, but I see now that, in order to have his estimates come true, the people living on those roads must put in their whole time riding back and forth, reading the signs and waiting for more to be put up."

The clothing merchant sat back in his chair and laughed until he was almost black in the face.

"Huh?" said the hardware man, with a look of surprise. "Did you get a look at those figures?"

"Go on with your story," said the other, with another burst of laughter.

"Then the fellow showed me his paints, pure oil and good color, all right enough. He had red, white and blue and, to hear him tell it, the city folks would loiter out into the country and spend hours along the flower-strewn highways, just to drink in the mystic beauty of those signs."

"That sounds natural," said the clothing merchant.

"He exhibited so many specimens of fine lettering, showing just how the signs would look, that I began to wonder whether it would be safe to trust such works of art to the cold mercies of an unfeeling farmer population, but he said that the inhabitants would take such pride in having their landscape beautified that they would defend the signs with their lives."

"And shotguns," interrupted the other.

"Oh, he caught you, all right," said the hardware man, with a chuckle. "Did he tell you that the birds of the air would build their nests underneath his signs in preference to any other place? Did he hint that the sense of beauty there displayed would develop and enhance the sweet notes of song? Did he tell you that the star spangled banner, as displayed in his signs, would bring about a grander patriotism in the rural districts? Eh! Did he picture to you the necessity you would soon be under of getting a larger place of business and a dozen more clerks. That fellow is a world beater! He talked about advertising until all I knew about it seemed like a dirty two-spot in a new deck."

"And you gave him an order?" asked the clothier.

"Of course I gave him an order. That is what I am telling you about. If he had been selling corner lots on the dark side of the moon I think I should have bought one. In about three days he came back in a rubber-tired carriage with the best horses in town drawing him, silk hat, diamond pin and all. He wanted me to go out with him and see how he had executed the sign work."

"And he showed you a lot of handsomely painted signs, properly distributed on the different roads, all according to agreement."

"That's what he did."

"And mixed up with your signs were those of about half the merchants in town."

"Exactly."

"Some in the same line of business."

"I didn't notice that at the time."

"Go on with your story of humiliation, my friend."

"Well, the fellow had a pail of water and a brush with him, and now and then he got out and scrubbed away at a sign, just to show me that it was as immovable as the eternal hills and would never wash off. When we got back to town I paid the fellow his bill—which was a big one—bought his supper and all that. The next day he went away."

"And in about a week you took a friendly dealer from a neighboring city out to show him how you did your advertising."

"How did you learn about that?"

"Oh, I heard of it, all right. And it had rained in the meantime, an old-fashioned, pouring rain."

"Precisely."

"And your business friend saw about three signs, the ones the agent had scrubbed with his brush."

"That's about the size of it."

"The rest of the signs had been put on with colored whitewash and had been obliterated by the rain."

"Yes."

"And you've got some signs out there that cost you about \$5.50 each," added the clothier, "and serves you good and right, and me, too, for not putting our money into newspaper advertising."

And the session closed.

Alfred B. Tozer.

Half a dozen London clubs of importance have complained bitterly that their bar receipts are falling off discouragingly since their members came to accept as the proper beverage for summer what is now the popular London drink. This is made of barley water, properly mixed with lemon, sugar and ice, and it originated in the Guards' Club house. Its fame spread from that headquarters and other clubs were not slow in borrowing the recipe.

His Ruse Didn't Work.

"I don't think I'll try any more practical jokes on my wife. They don't turn out well."

"Explain yourself."

"You see, she likes the window in our bed-room open every night. As I usually go to bed last she depends on me to open it. Frequently she wakes up in the night and asks me to see if it is open. If I don't she nags at me until morning."

"One night I resolved to give her a scare. I rolled a lot of old newspapers into a bundle and laid them down by the window. Then I crept into bed. Some time after midnight she nudged me and said: 'Jim, I'm sure you didn't open that window; the room's like an oven. Get up and see.'"

"So I got up, went to the window, and flung my bundle down to the walk below. It struck with a dull thud, and behind the curtain I awaited developments."

"I couldn't see my wife, but at last she said: 'Poor old Jim; he's tumbled out of the window in his raggedest nightshirt. What a spectacle he'll be when they find him!' Then she went to sleep and I sneaked into bed."

The Tin Sign Now Out of Date.

A little thing that has disappeared from view, but which was common enough a few years ago, was the little tin sign the insurance company stuck over your door when you had your home insured. By this means every house that was insured was made the standing advertisement of an insurance company. No one sees those little tin signs any more. The insurance companies long since discovered that the money they cost brought better returns when judiciously invested in newspaper and magazine advertising. And there never was any good reason why a man's house should be made the advertisement of an insurance company.

William Reid

Importer and Jobber of Polished Plate, Window, Ornamental

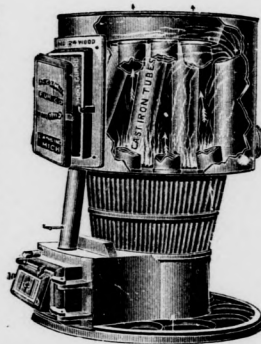
GLASS

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

GRAND RAPIDS, MICHIGAN

S. Butler, Resident Manager

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

Ice Cream Freezers



We carry in stock the

WHITE MOUNTAIN
AND
ARCTIC

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

DECISION OF CHARACTER.

Better Be Wrong Sometimes Than Too Slow.

Some one has wisely said that a man can not be made moral by act of parliament, yet it can not be denied that the law helps men to keep from falling into immorality. In the same way it is true that good advice can never put business backbone into a man born without it, yet who will deny that a stiff sermon may often help brace up a weak spinal column? One does not have to seek far to find merchants in daily need of such sermons. Almost any town will furnish examples of men whose establishments betray a lack of decision of character at every turn and on every shelf. This one defect in the proprietor imparts itself subtly to every clerk and employee, paralyzing the course of business at unexpected points, and in the end creating the air of failure, while some alert rival is flourishing on the opposite corner.

A merchant may be honest, obliging, thrifty and ambitious, yet if he lacks the quality of making prompt and clear decisions he can never win a full measure of success. It is not lightning-like thinking that is needed; some men think swiftly and others more slowly, and the slow thinker may be as good a merchant as the other. It is clear thinking followed by decisive action that is the secret of success. Haziness of purpose wastes endless time over suggestions, plans, possibilities, which are swept aside in a moment by the man who knows just what he wants. The first thing is to take a square look at the end sought, and the next thing is to concentrate your mind on finding the shortest and best way of attaining that end. When you see a course that leads straight to the object sought, act decisively and promptly. Too much thinking is as ruinous as acting without thought. One of the most ineffective creatures in the world is the man too fertile in expedients—the "plausible procrastinator." When he has brought himself to the brink of a decision he is arrested by the thought of yet some other way of setting to work. This sort of man is as bad as the other and weaker type who is so fearful of committing himself that he delays all action until his opportunity has vanished. Both suffer from the want of clear and decisive thinking, and failure is the natural portion of both in the end. There is no better remedy in either case than to hold up to one's self a clear and vivid picture of the end to be achieved.

Suppose it is a question of buying a season's stock. The end sought is to furnish customers with the lines of goods that will most nearly meet all their wants and fancies, and to do this in such a way as to bring you the largest legitimate profit. The first step is to learn the probable needs of the people, and to know as much as possible about the lines of goods offered in your jobbing market. The wide-awake merchant learns the wants of his patrons by keeping his eyes and ears open. He usually informs himself about the other end of his business by paying a personal visit to his home market. Then he puts the two lines of knowledge together. To do this takes clear and steady thinking. The temptations to indecision are innumerable, yet the man who hesitates is often lost.

Again, a customer may call for some line of goods which you have not in stock. You must decide whether you can get it, and when and how. Then you must decide upon the means by

which to execute the promise, for it must be executed promptly or not at all. At every point the curse of indecision is lying in wait to spoil everything. Decision of character is the only quality that can carry a merchant successfully through all the pitfalls and snares that perpetually beset his kind of business. If he hesitates and dallies and delays, the delay at once extends to the salesman, the book-keeper and even the errand boy. Customers are annoyed by it and seek another store.

It is better to make some wrong decisions than to be in a chronic state of indecision, but both evils can be reduced to a minimum by banishing slothful habits of thought. One reason why a college education is a good thing is because it teaches the student mental concentration, and when he gets out into the business world he does no lazy thinking, and has at least a fair chance to learn the knack of decisive acting. But every young merchant can make a school of his own business by taking himself sternly in hand and determining that he will have no hazy thinking and no slipshod action in himself or in his subordinates.—Dry Goods Reporter.

White's Witty Advertising Sayings.

There are plenty of ways to advertise successfully; the newspaper is to advertising what the express train is to transportation—it is the quickest.

When a person enters the store the work of the advertisement is done. Sometimes the person is done shortly afterwards.

Because a man has been advertising for ten years doesn't mean that he is as good an advertiser as another man who has advertised the same length of time. Some men never learn to play poker.

A liar never goes undiscovered very long—whether he lies in the advertisements or the store.

People who try to buy cheap advertising generally buy the most costly—for it doesn't bring returns.

It is easy enough to roast your competitor in your advertisement, but it is wonderfully hard to roast him and at the same time help yourself.

If people said as much in their advertisements as they think they say there would be plenty of wisdom lying around loose.

The man who tells one lie in his advertisement will lose for his advertising the confidence of every person who knows it is a lie.

Be fair in your statements in your advertisements—make them reasonable and they will be read and believed.

C. V. White.

Meeting of Hollow Ware Men.

The associated manufacturers of hollowware, including about a dozen firms, recently held a meeting at Atlantic City, at which the price situation was given attention. Prices in the respective lines represented were reaffirmed for the coming season, the only change that was made being in English pots, which were changed from pound price to a piece basis, including everything up to 20 gallons. It was reported by those present that the usual midsummer dullness was prevalent, but this was welcomed by most manufacturers, as it gave them an opportunity to make alterations and repairs in their plants in preparation for the coming year's output.

The locomotives in the United States are said to consume 50,000,000 tons of coal annually, of which 2,500,000 tons are supposed to pass out of the smokestacks in the form of unburned cinders. These cinders in the course of a year burn property worth more than two and half million tons of coal.

Hardware Price Current

Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	7 00		
First Quality, D. B. Bronze.....	11 50		
First Quality, S. B. S. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	18 00		
Garden.....	30 00		
Bolts			
Stove.....	50		
Carriage, new list.....	70		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	7 c.	5-16 in.	3/4 in.
BB.....	8 1/4	6 c.	5 c.
BBB.....	8 3/4	7 1/4	6 1/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Sinks.....	65		
Elbows			
Com, 4 piece, 6 in., per doz.....	65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17		
Discount, 65 10.....	17		
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	80&20		
Double Strength, by box.....	85&10		
By the Light.....	80&10		
Hammers			
Maydole & Co.'s, new list.....	33 1/2		
Yerkes & Plumb's.....	40&10		
Mason's Solid Cast Steel.....	30c list		
Hinges			
Gate, Clark's 1, 2, 3.....	60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	40&10		
Putnam.....	5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	85		
Door, porcelain, jap. trimmings.....	1 00		
Lanterns			
Regular 0 Tubular, Doz.....	5 25		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	70		
Mattocks			
Adze Eye.....	\$17 00..dis		
Metals—Zinc			
600 pound casks.....	7 1/2		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Cistern.....	70&10		
Screws, New List.....	80		
Casters, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.....			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Schota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	60		

Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....	2 60		
Wire nails, base.....	2 60		
20 to 60 advance.....	Base		
10 to 16 advance.....	5		
8 advance.....	10		
6 advance.....	20		
4 advance.....	30		
3 advance.....	45		
2 advance.....	70		
1 advance.....	45		
Fine 3 advance.....	50		
Casting 10 advance.....	15		
Casting 8 advance.....	25		
Casting 6 advance.....	35		
Finish 10 advance.....	25		
Finish 8 advance.....	35		
Finish 6 advance.....	45		
Barrel 1/2 advance.....	85		
Rivets			
Iron and Tinned.....	50		
Copper Rivets and Burs.....	45		
Roofing Plates			
14x20 IC, Charcoal, Dean.....	6 50		
14x20 IX, Charcoal, Dean.....	7 50		
20x28 IC, Charcoal, Dean.....	13 00		
14x20 IC, Charcoal, Allaway Grade.....	5 50		
14x20 IX, Charcoal, Allaway Grade.....	6 50		
20x28 IC, Charcoal, Allaway Grade.....	11 00		
20x28 IX, Charcoal, Allaway Grade.....	13 00		
Ropes			
Sisal, 1/2 inch and larger.....	9		
Manilla.....	13		
Sand Paper			
List acct. 19, '86.....	dis		
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
Nos. 10 to 14.....	com. smooth, com.		
Nos. 15 to 17.....	\$3 20		
Nos. 18 to 21.....	3 20		
Nos. 22 to 24.....	3 30		
Nos. 25 to 26.....	3 60		
Nos. 27.....	3 70		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....	3 80		
Shells—Loaded			
Loaded with Black Powder.....	dis		
Loaded with Nitro Powder.....	40&10		
Shot			
Drop.....	1 50		
B B and Buck.....	1 75		
Shovels and Spades			
First Grade, Doz.....	8 50		
Second Grade, Doz.....	8 00		
Soldier			
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	21		
Squares			
Steel and Iron.....	65		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$ 8 50		
14x20 IC, Charcoal.....	8 50		
20x14 IX, Charcoal.....	9 75		
Each additional X on this grade, \$1.25.....			
Tin—Allaway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50.....			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Bolters, } per pound..	10		
14x56 IX, for No. 9 Bolters.....			
Traps			
Steel, Game.....	75		
Oneida Community, Newhouse's.....	40&10		
Oneida Community, Hawley & Norton's.....	65&16		
Mouse, choker, per doz.....	15		
Mouse, delusion, per doz.....	1 25		
Wire			
Bright Market.....	60		
Annealed Market.....	60		
Coppered Market.....	50&10		
Tinned Market.....	50&10		
Coppered Spring Steel.....	40		
Barbed Fence, Galvanized.....	3 20		
Barbed Fence, Painted.....	2 90		
Wire Goods			
Bright.....	75		
Screw Eyes.....	75		
Hooks.....	75		
Gate Hooks and Eyes.....	75		
Wrenches			
Baxter's Adjustable, Nickel.....	30		
Coe's Genuine.....	30		
Coe's Patent Agricultural, Wrought.....	70&10		

Aluminum Money

Will Increase Your Business.



Cheap and Effective.

Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Some of the Duties of Park Commissioners

They add to the pleasure and health of those who are full of life and vigor by providing for the active forms of outdoor amusement, as riding, wheeling, boating etc., amid attractive surroundings and to their knowledge by providing an opportunity for the study of plants, animals and birds under the most favorable conditions.

It is the duty of park commissioners to see that as much of all this is provided as the means at their disposal will permit; to see that the various forms of recreation are provided in such a manner that they will not interfere with each other; to see that the needs of those who are worn and tired are not neglected in providing for the demands of those who are vigorous, energetic, and aggressive.

The ideal park commissioner should be a person who represents the highest intelligence of the community, a person having refined tastes, who has traveled enough to be familiar with the best examples of park design, a person having a full appreciation of nature in all phases, one who in every respect is a cultivated man, broad enough to appreciate and sympathize with the needs of the whole community and with sufficient force of character to prevent any one element in the community from gaining an undue advantage over another; an honorable and public spirited man who will not use the position to gain personal or political advantage. He should be able to present in a convincing manner before legislative bodies the needs of the people as represented by public parks. He should be a man who is able to appreciate that a well designed public park is a work of art which is to grow into its full beauty only in years, and which can be wholly ruined by injudicious changes.

He should be a man of sufficient leisure to allow him to devote at least a portion of his time to the parks under

Policemen should not be permitted to assume a threatening and aggressive air with a great display of club and undue authority. They should never-

Indeed, it is happily a growing custom in our country to thus encourage little children to plant trees in parks and other suitable places, on Arbor Day, and too much can hardly be said in support of this idea. The child becomes associated with that tree, so to speak, becomes interested in its growth and development, learns thereby to love trees in general and to observe carefully their interesting peculiarities and characteristics. Nothing softens and broadens the human mind so much as observation and love of nature in all its phases, and so we teach our children not to destroy flowers nor innocent animals, and it has long been considered an excellent form of early education to interest them in gardening. So with the Arbor Day theory; the child, if he possesses any imagination at all, must feel his own life and career to be more or less associated with the tree to which he put spadefuls of earth and which he watered for the first time. That child will like to frequent the place where the tree grows. His own life is bound to that of the tree, as it were, and through the vicissitudes of existence they pass closely connected together. Indeed, it is a beautiful idea—this of the children practically celebrating Arbor Day—full of poetic imagery and the foundations for thoughtful philosophic considerations of life in all its phases. It is an idea that should take root and spread, like the tree itself.

Every one knows that park commissioners as a rule are unpaid. But for them a high recompense lies in the consideration of the pleasure that their efforts give to tens of thousands, the profit that may accrue to all citizens from the facts already noted, and the healthy, happy feeling that actual good has been done to so large a part of the inhabitants of the city in which they officiate.

Christian Wahl

It may be set down as a principle or rule, to which there is probably no exception, that no man not in love with his work ever makes a success of it. To work without being interested in your work is simply a continual grind. To work intelligently you must think about your work. If you do not love your work how can you think of it? If your mind is wandering on all sorts of subjects instead of the one thing you are engaged in doing, you are not likely to do that thing very well. Great artists succeed because they are in love with their work; great musicians succeed because they are in love with their work, and great singers succeed for the same reason. No man ever made a great success as a lawyer or doctor, or in any other professional line, who was not in love with his work. If you are engaged in any occupation in which you are not interested or not in love with, the sooner you can get out of it and into something else the better it will be for you, if you ever hope to make a success of life.

The new woman will remain single until a new man is invented.

They all say

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

THE STAIRWAY CASE.

The Other Side of the May-Ives Controversy.

Grand Rapids, Aug. 21.—In your issue last week you commented on the stairway question recently decided in the Supreme Court in favor of Mrs. Ives and against A. May, of the Giant Clothing Co.

As I presume the Tradesman had no intention of misstating the facts, but published the matter according to its information, I must also presume it will gladly correct any error it may have been led into.

You stated, among other things, that Mrs. Ives was the owner of the block "adjoining" and had no stairway, but a permanent right to use this one; that she demanded \$3,000 for permission to make the change; that her attorney expressed regret that she had not asked \$5,000; that when the work of restoration commenced the attorney in question offered to grant him permission for \$1,000, and later offered to take less, and that 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.

The truth is, Mrs. Ives is not the owner of the "adjoining" block, but is owner of the south quarter of this block under a deed which conveyed to her this stairway (not some new one in a different place) for use in connection with her part of the block. She did not demand \$3,000 for permission to make the change, nor had she anything to do with the matter at this stage of the proceeding. About a year ago Calvin L. Ives, who then owned this south quarter, was on his death bed. He was then requested to consent to have this stairway torn out and removed, no suggestion of compensation being made. He refused and Mr. May prepared to tear it out without his consent and without compensation, under the claim that if he did not have the right to do it, he could, nevertheless, do it and the courts would not stop him by injunction, but would allow him to tear it out, and all Mr. Ives could do was to sue him at law for damages—an enforced sale of a

right in land at such price as a jury might award—a condemnation of rights in real estate by a private party. Suit was begun by Mr. Ives to stop him only a few days before he died. Mrs. Ives, his widow, inherited the suit with the property from her husband.

Six months after the suit was begun to stop him and only one month before it was heard in the Supreme Court, and after the case had been noticed for hearing there, Mr. May tore out the stairway and put in his plate glass front, at large expense to himself. After it was done, not satisfied with seizing her property, he declared he should sue her when he won his case in the Supreme Court (which he intended to do) for keeping it away from him so long as she had. When the case came on he pleaded hard to be permitted to keep her property because he already had it and had spent a large amount of money in fixing it up.

The Supreme Court treated him as a trespasser and said if he had incurred large expense in pulling out the stairway and still more in putting it back, it was his own fault; that her right in the stairway was as sacred as a right in the fee; that it was a right which could be conveyed only by deed. She must, therefore, protect this stairway or have none, unless some other was deeded to her.

With the best counsel that could be employed, with unlimited means and a firm determination to fight, and with not only his legal but his equitable rights before the Court, where both sides could be heard, he made a dismal failure of his attempt to get her property and keep it. For over six months he has deprived her of the use of the only stairway she ever had the legal right to use. In the beginning it was not even proposed to convey to her any rights in the new stairway. It was said to be unnecessary. Besides, they proposed to restore the old one some time when they got ready.

Having seized her property against the most vigorous protest she was capable of making, and being ordered by the court to restore it to her, he then sought to buy from her the right he could not get by force. It then became a matter of business, and he is putting

the stairway back because he and she could not agree upon a price at which he would buy and she would sell. For this it is said she is condemned and that Mr. May is approved for disfiguring his store rather than pay more. Is it that she asked too much for her property? No one—surely not the Tradesman—will advocate coercion in the matter of price against the wishes and judgment of the owner! She was dealing with her own, for the court had settled that. Is the Tradesman really sorry for her lack of business judgment, by which she lost the chance to sell to Mr. May for more than it was worth? Then she is thankful for your good wishes, but must still beg to be allowed to use her own judgment in selling her property. If she has lost, she will bear it. Moreover, if your sympathy and condemnation are on that score they will be better directed toward the men whose business judgment led them to enter and prosecute an expensive litigation to convince the courts that it would be a great damage to them to leave the stairway where it was—that they must move it—and to put into the change the price of a good farm, to say nothing of the moral strain it must cause in a good citizen to violate the rights of his neighbor only to find at last it was really worth to them but the paltry sum of \$250, and even that it will be better for them to put it back. As I tried and won the case I am no doubt "the attorney in question." Had I considered the opinions of parties outside the case, I might possibly have obtained a different result. As it is, my client is entirely satisfied. That Mr. May and his friends are disappointed is but natural. I could not expect their approval as I was not working for that end, although Mr. May has more than once expressed his gratitude to me for the fair treatment he received throughout the case.

I do not court the disapproval of the Tradesman, nor any one else, but when I permit myself to disregard the wishes of my client to win the approval of parties outside the case I shall soon find myself in the predicament of the man in the fable who tried to please every one and pleased no one, and I shall lose my clients in the bargain.

No person ever heard me express re-

gret that she did not ask Mr. May \$5,000, and I never offered to grant him permission for \$1,000, nor did I later offer to take less. These statements are simply false and groundless, but they are no more so than the other, that Mrs. Ives "had not been put to a dollar's expense." Litigation of this kind does not come so cheap as that, as most people know. Charles E. Ward.

Changes in Footwear.

There is a radical change taking place in the footwear of My Lady of Modes. It seems as if she had scarcely succeeded in freeing herself from the folly of tall heels and pointed toes and showed her determination to cast vanity to the winds and go in for common sense and solid weight, before she suddenly returns to the other extreme and is once more mincing about on spindling heels and narrow toes, says the "Dispatch."

The enthusiasm she showed in adopting the mannish styles, with their clumsy soles, blunt toes and broad low heels, took her too far. She disported her little feet in this graceless attire with brave unreserve, secure in the conviction that loss of beauty was more than atoned for in the wealth of comfort and ease she was enjoying; but having gone to such an extreme in adopting the sensible shoe, she shortly grew tired and began to wear the Cuban and military heels.

Now she has verged into the Louis Quinze heel, and the soles of her boots are growing lighter, while her toes are sharpening to a decided point. Of course, for golf, mountain climbing and sports she still clings to the mannish shoe, although this is becoming so modified that it will soon be hard to recognize it as its former awkward self.

Another change of fashion is the fad for matching each costume with stockings and ties of the same color.—Boston Herald.

Better Than Ever Uneeda Biscuit

We would be glad to hear from anybody who receives a package of Uneeda Biscuit otherwise than fresh, crisp, delicious. They're better now than when you first knew them.

NATIONAL BISCUIT COMPANY.

Woman's World

The Failure of Theoretical Education for Girls.

The beginning of the school year is almost upon us and in thousands of homes throughout the country the burning question of the hour is the education of Maud. In a way this is a trouble that our advancing civilization has thrust upon us. Time was when any old thing in the way of a "female seminary" or a "refined academy for young ladies" was esteemed good enough for her. Education was looked upon somewhat in the same light as the measles. If it was prevalent in a community and a girl caught it, well and good. If she proved immune and it passed over her without striking in, it was nothing to her discredit. We have changed all that. Maud is to the front now. Maud must be educated, and so her family resolves itself into a committee of ways and means and wheres.

There is father, whose own schooling may have been of the most elementary description, and whose ideas on the subject are as nebulous as the morning mist, but who, American-man like, is determined his daughter shall have the most expensive education the market affords. There is mother, who speaks of the higher education of women with bated breath and in woman's club tones, as if it were some kind of fetch. There is Maud, who has heard glowing descriptions of college girl larks and basket ball and fudge parties, and who thinks it is swell to go off to school, anyway. But they are all determined that Maud shall have all the advantages of education, so pretty soon there will be a packing of trunks full of new clothes and Maud will start forth in the pursuit of knowledge, which we seem to think can only be found away from home.

No phase of our national life is more touching, and for my part I never see the horde of fluffy-headed school girls who are scurrying here and there all over the land to pretentious colleges and universities and conservatories without wishing I could send nine-tenths of them back to their mothers. If only girls were sent off to college who had displayed some peculiar and Minerva-like quality of intellect or whose passion for study and research had already marked them as predestinated and fore-ordained from all creation to be school teachers and lecturers, it would be an admirable arrangement. Neither would there be any special objection to the plan if only rich girls, to whose parents the expenditure of a few hundred dollars a year made no difference, were educated away from home. The pathos of the thing comes in when you see poor people sending their girls off to school, and know that Maud's going means that her father will have to work a little later and a little earlier and that her mother will have to do without a servant, turn the many times turned gown again and put up with a hundred little pinching economies—and all for the sake of educating a girl who isn't going to set the river afire, after all.

There is, too, another side to this question. Besides the material sacrifice a family makes in sending a girl off to school there is the other sacrifice, none the less real and bitter, of being parted from her during all the most formative years of her life. Other people influence her. Other people form her tastes. She takes her beliefs, she gets her opinions,

she imitates the habits and the manners of others. Send a girl off to college for four or five years, and when she comes home there is no woman in the wide world more of a stranger to her than her own mother. They have to get acquainted all over again on a new basis, and the very closeness of the relationship between them makes an almost insuperable bar. Mother thinks Maud ought to show deference to her judgment. Maud is unconsciously patronizing in her attitude towards mother. The women with whom she has been most closely associated during the past four or five years—and that is a big gap in a short life—were women who were eminent as scholars, art critics, musicians. It is these women's opinions Maud is in the habit of adopting, and only too often she sneers openly at her mother's crude views.

"Don't send your daughter away from you to school," I heard a woman say fiercely this summer. "I sent my daughter off to college. She was away from me five years, and when she got back we were completely out of touch. We haven't even a taste or a thought or a habit in common—not even the same religion. I tell you a back yard full of college degrees wouldn't pay for all the pleasure and happiness we miss in not being companions."

It reminded me of a bit of scene I once witnessed, and that has always lingered in my memory with peculiar pathos. A worthy couple of my acquaintance had an only child, a girl to whom they were passionately devoted. They were plain people, but by thrift had accumulated a large fortune, and were anxious to give their daughter every advantage. She spent five or six years at a fashionable school in New York and was finished off by a couple of years in Europe. In all that time the old couple had only seen her for brief visits, and they looked forward to her final coming home as the event that was to crown their lives with happiness. I chanced to be at the railroad station the day she arrived. The old mother, trembling with joy, gave a half-articulate cry, "My child!" and rushed towards her with open arms, but the tall Paris-made goddess stopped her with a look of utter scorn for such emotion. She advanced towards the old couple and favored them with a high handshake on a level with her ears. "How de do, papa; how de do, mamma," she observed calmly, and that was all. I don't know what the girl knew about books and music and art. The only thing that seemed to matter at the moment was the tragedy of the old man and woman who had educated their only daughter completely out of knowledge and love and sympathy with them.

Because I think it is generally a mistake to send Maud away from home to school unless there is some very especial and particular reason or she has exhibited unequivocal earmarks of genius, let no one say that I oppose her being given the best possible education. I do not think a girl can get too much knowledge or be given an education that is too broad and too deep and too comprehensive, but I do think it is time to use some common sense in the matter. I am tired of seeing big-headed college girls come home to patronize their father and mother, and who bring nothing back with them in exchange for the thousands of good hard dollars it has cost but a college yell and their college colors and a flimsy pretense of Bohemianism. I am tired of seeing others

slaving themselves to death over cooking stoves and sewing machines, in order to give Maud an education that teaches her nothing but to be dissatisfied with her lot in life and to yearn for luxuries she can never have.

It is time to stop this nonsense, and to believe that the best education we can give any girl is that which fits her to do her part in life. When we talk about "education" we mean it narrowly as it applies to a knowledge of books, yet the most forlorn and helpless people on earth are the men and women who know nothing but books. The most accomplished and highly educated woman I ever knew was the worst wife and mother. She was a prodigy in mathematics, but she could never keep the butcher's bill inside of the bankrupt limits. She could speak half a dozen different languages, but she couldn't manage a servant in any one of them. She had a vast knowledge of chemistry, but she never had a piece of bread in her house that wasn't soggy, and she let her baby die because she didn't keep its bottle sweet and clean. No matter how much she knew theoretically, practically her education was a failure.

This is a point we are always overlooking in the education of Maud. We are so anxious for our daughters to be accomplished—to take degrees and recite and write the class poem and paint on china—that we forget that these are not practical issues in life and that if they were forced to earn their bread they couldn't get 2 cents a dozen for original poems or hire anybody to listen to them recite. People don't turn boys loose on the world that way. Their education embraces some way of making a living. In these days Maud is just as apt to need to know how to support her-

self as her brother is, and Maud's education is incomplete, and she has been treated grossly unfairly, unless she has been taught how to do it.

An educated man is one who has the knowledge that will enable him to earn his living in some occupation in which muscle is subordinated to brain. A woman's education has to be even more complex, for, except in rare cases, she does not choose a profession and bend all her energy to learning that. A girl is the unknown quantity in life and she must be educated not only to meet her own requirements, but those of her possible husband but whatever else she needs to know she is sure to have pressing need of all the knowledge that pertains to her own sex. It is the fashion to utterly ignore this, yet the education of how to make a home, how to keep house and how to sew is about the most important thing Maud can be taught. It is because these things are so seldom considered in the education of Maud and there are, in consequence, so many ignorant, thriftless, incompetent wives thrust on young men, that there are so many wretched homes and broken and discouraged men. As long as a girl can have the schooling afforded by every town and hamlet in these days, and her mother can teach her the profession of domesticity, nobody need grieve, as so many mothers are doing, that Maud can not have the advantages of education. She has all she needs, and a trade by which she can make a living to boot, if she needs to. For the market of the world is over-supplied with lecturers, authoresses and poetesses, but it is eternally short on competent boarding-house keepers and good seamstresses.

Besides which, there is no use in worrying about Maud, if she is a genius. Genius makes its own way.

Dorothy Dix.

A SPLENDID NEW CAKE



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

National Biscuit Company,
Sears' Bakery.

Wives' Outings One Cause of Men's Down-fall.

Written for the Tradesman.

It was a sultry evening last week when I seated myself in an electric car with the feeling that the day's pressure had entitled me to a selfish hour. I had no sooner leaned back with a "This* is refreshing!" when my thoughts were diverted from self and weariness by hearing the following, from an unknown gentleman just back of me:

"Yes, as I was saying, the summer months are growing more unbearable every year. True, I take a day off occasionally to run down to the Beach and see my family, but I feel as if I am breaking down under the strain of this tread-mill life, especially after long months of being left to shift for myself during the most trying season of the year. I would not give my wife and children a hint as to my feelings, but just between ourselves I confess that the home-closing fashion, which is steadily on the increase, is a little hard on us breadwinners."

"It is, for a fact," was the rejoinder; "and it is little to be wondered at that, with the struggle to keep expensive homes going nine months of the year and give our families desired outings during the other three, while we drudge, drudge, we are sometimes half tempted to play the coward, as so many of our fellow business men have of late, by putting an end to the struggle."

"We are feeling the reaction after the rush of the furniture sales," observed the other, with a rueful laugh, "but life will seem worth the living when the homes are thrown open and wife and children smilingly greet us."

"Oh, I don't know as to that," was the hesitating answer. "Last September brought us so much hot weather that my wife scolded and the children pouted because they must needs be in the city, until I half wished them away again. I don't know how it is with other women, but my wife seems to feel obliged to do double duty, after she reaches home, canning fruit, sewing, etc., 'to catch up,' as she says, so she soon loses all she has gained and becomes so over-worked and nervous that—"

This ended with a sigh and then he added:

"What a restless age we are living in! There seems to be little real home comfort these days, at best. It has come to be a settled thing that the wife and children, except among the very poor, must have a change as soon as the schools close, and then the head of the house is, as a rule, left to shirk for himself. Then, as I said, the rush comes with the re-opening of the home, and only subsides for the winter's round of clubs, receptions teas, etc., which are followed by the terror of every man—house cleaning, and preparations to close up the home; and so it has come to pass that the home is not the restful place God had in view for us poor creatures."

"I'm half ashamed to admit it, even to you," said the listener, "for I am proud of my wife and think the world of her, but sometimes I am homesick for the old home in York State which had always mother in it; and I often find myself wondering why the mother in my home, in spite of constant change, is a bundle of nerves, when the one who cradled me on the old farm, who has scarcely had a change in her life, leads a happy, peaceful life. I wonder, too, sometimes," continued he, lowering his voice, "if God won't look a little more

leniently upon our sins of commission because He sees how liable we are to stumble without the restraining influence of the home life—I blush when I think how you saw me last night."

"Don't speak of it," his companion made haste to say, "for I would not have seen you had I not been there myself. But it is all owing to our shut-up homes; I never think of frequenting such places when my wife and children are in the home."

"Nor I either," said the other; "but I confess that each summer I find myself less able to resist temptation, and to-day, with the memory of last night nagging me, Morris has been continually before me. You know the verdict was 'heart failure;' but we were not deceived by that, for we know that too much hilarity sent him to an untimely grave. I well remember when his was an ideal home and he a model husband and father; but his wife conceived the idea that constant change was what she needed and he, kind-hearted fellow, indulged her in every whim. So the winters found her and the children in California or Florida and the summers at different resorts, while Morris was left to earn the necessary money and drift for himself. His good qualities were his ruin. Being generous to a fault and blessed—or cursed—with a sunny nature, he drew around him influences that dragged him down, down, until the handsome fellow became the bloat over which the earth closed."

"Well, be a man and right about face," was the plea. "You have not lost your good standing yet, and few suspect that you are in slippery places, my friend."

"I presume not," was the gloomy reply; "but I am losing self-respect and I feel too weak to regain my former standing. My wife does not dream of the true situation, for I keep her well supplied with funds and write her cheerful letters. Understand, I do not blame her for doing as other women do, but if my life is wrecked my only excuse will be that the long lonely summers led to it."

I was glad to see the speakers leave the car; and my readers will understand why I returned from my ride heavy-hearted, especially when all about me were beautiful homes deserted save by occasional visits from the breadwinner.

Helena H. Thomas.

Putting on a Good Front.

For building up a name for yourself in business there's nothing equal to making people believe that you are of greater importance than you really are. Your wise woman of society was the first to bring this fact to light. She does it in her "small talk" way:

"Yes, my husband's interests in the bank—" and those "interests" are usually in pouring over an inconsequential set of books while perched upon a high stool at so much per—not much, either. But the lady "puts on a good front" and friends patronize her simply on that account.

Then there's the man without capital—without anything but nerve; he selects a high-sounding name for his stock company, advertises his firm as the "great and only," "puts on a good front" and succeeds. From the start he makes everybody believe that he is an established success. His every bearing shows it.

And where is the harm in this innocent deception?

Rosewood and mahogany are so plentiful in Mexico that some of the copper mines there are timbered with rosewood, while mahogany is used as fuel for the engines.

Crockery and Glassware

AKRON STONEWARE.

Butters

1/2 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

1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	6 1/2

Fine Glazed Milkpans

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

Stewpans

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

Jugs

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

Tomato Jugs

1/2 gal., per doz.	60
1 gal., each	7
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax

5 lbs. in package, per lb.	2
----------------------------	---

FRUIT JARS

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25

Common

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

First Quality

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

CHIMNEYS—Pearl Top

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

La Bastie

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

Rochester

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

Electric

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

OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 58
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. tilting cans.	7 25
5 gal. galv. iron Nacefas	9 00

Pump Cans

5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	9 95
5 gal. Home Rule	11 28
5 gal. Pirate King	9 50

LANTERNS

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

LANTERN GLOBES

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

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,



The Lightning Fruit Jar

Is a perfect self-sealer.

It is simple in fastening and does not wear out.

Write us.

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

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

Fruits and Produce.

How Crafty Farmers Outwit Unscrupulous Dealers.

"There are tricks in all trades but ours." A member of one of Chicago's commission houses who went into the watermelon country to solicit melons discovered a new wrinkle in that line.

For the last year or two watermelons have been tasteless. It seems the rind of a good melon is generally thin and brittle and cracks open easily if handled too roughly. Ordinarily, under the frequent handlings watermelons go through before reaching their destination, there are many of them cracked from dropping and other causes. A few houses have taken advantage of the growers' knowledge of this fact and returned an unusually large number of melons as loss from being cracked. Of course, this played havoc with the shippers' profits, and as it is the American habit to try and overcome every obstacle, growers set their wits to work how to remedy this leakage. Now, gentle reader, what do you suppose those honest, horny-handed sons of the soil "went and did?" Well, sir, they "just went" and planted their melons as usual, omitting every fifth row. This row was planted with pumpkins or citrons. The pollen from these vines of course fertilized the melon vines, resulting in a toughness of the watermelon rind and making them tasteless as well. When you cut open a watermelon and find it stringy inside you may be morally certain that pumpkins were planted in that patch. When there is a white, hard core in the melon, you may set it down that citrons were planted with those melons. The hard core will always remain, although the melon is perfectly ripe. Some dealers, however, are onto this racket, and those who have good trade to take care of are careful not to buy such melons. Some of the growers are beginning to realize also that it is a detriment to them to send in such fruit. The consumer may be fooled for a time, but when he buys lot after lot of any particular variety of fruit and finds it poor, he finally gives up in disgust. The consumer is always willing to pay a good price for perfect fruit. He may grumble a little the first time, but when he finds it is all right he will continue to buy and pay the price, therefore in the end watermelon growers will find it to their advantage to plant their melons in one patch and their pumpkins and citrons in another.

Attempt to Provide a Standard For Soap.

The largest soap manufacturers of the country are now attempting to secure the co-operation of the general soap-manufacturing trade in a project to file a formal protest with the next Congress against the cheap and nasty soaps which are now on the market in great profusion. The plan is to introduce into the National pure food act a paragraph prescribing certain rules of purity for soaps, with ample means of enforcing it.

There is fully as much need for a standard of purity for soap as there is for such a standard for food and drink. The market is glutted with bad soaps, some of which are simple naked frauds, and some absolutely unfit to use. The profusion of soap schemes and the bitter soap competition which has forced prices to a very low point have brought most of these cheap brands to light.

They are sold by many cutters in very large quantities.

There are two favorite ways of cheapening soap, and both are in very wide use. One is by the use of what is called a "filler." This is common white clay, usually of a somewhat greasy consistency. The extent to which these fillers are used may be gathered from the fact that there are several houses in business which make a specialty of soap fillers, and do an extremely large business in them.

The presence of filler in soap does no harm; that is to say, it is not poisonous. It simply robs the consumer of a part of the soap which he ought to get. There are some cheap brands of soap on the market to-day which contain fully 40 per cent. of filler.

The other favorite way of cheapening soap really goes hand in hand with the plan just described. It cheapens, and at the same time makes good, to an extent, the deficit in strength caused by the lavish use of filler. The excessive use of caustic soda is referred to. It is this which causes the "excess of free alkali" which soap manufacturers are so fond of quoting, as representing a condition present in the goods of their competitors. The caustic soda eats dirt off, and incidentally eats human skin and disintegrates fabric. Too much of it does great damage, but it is cheap and it makes the soap seem active.

Rosin is also another widely-used soap adulterant and cheapener. It is used mostly to harden the soap.

If the legitimate soap manufacturers have their way the law will prohibit the use of filler altogether, and will also prohibit the use of caustic alkalis beyond a certain point.—Grocery World.

Can the Egg Production Be Increased?

How is it that so many farmers do not find poultry keeping profitable? It is probably because the busy farmer does not give attention to small matters of detail. Any one having an intimate knowledge of chemistry, combined with practical poultry keeping experience, knows that an egg is composed mostly of water, and also that for six months of the year a hen secures about one-half the food she consumes from grass, insects, weed seeds and other materials. One hundred pounds of grain fed from the bin combined with such other food is ample for the production of 200 eggs in a year—and what is still more to the point, there are many farms where some of the hens are now laying over 200 eggs by actual count. Tray nests are fast making it possible for poultrymen to keep accurate account of individual egg production; and while a few light heads may be tempted to exaggerate, still there are fanciers and writers whose reputations can not be assailed.

It is nothing unusual for an extra good cow to produce twice the quantity of milk that an ordinary cow does for a year; then why can not an extra good hen double the product of an ordinary one? Any old hen will lay 100 eggs. If she does not, then you should know it and use the ax. P. V. Cooper.

New Automatic Egg Candler.

A unique egg-testing machine, a new invention, is about to be introduced. It will revolutionize the old method of candling eggs, where each egg must be separately handled by an expert, and will prove of highest importance to the egg industry. A conveyor into which the eggs are fed as fast as the feeder can supply them carries them automatically through a small dark chamber, which incloses the candling section of the machine, and a single expert is able

at a glance to test three dozen eggs and separate the bad from the good. An endless band of revolving rollers carries the eggs over the lights, where they are turned over and over and subjected to the closest scrutiny, and carried forward by a soft felt conveyor to the receiving table. So delicately does the machine handle the eggs that a cracked egg will pass through without the least further injury. By this new process a single expert, assisted by two inexperienced boys or girls as feeder and receiver, can closely inspect 200 cases, or 72,000 eggs per day, while under the old process the candling of 40 cases, or 14,400 eggs, in one day would strain the capacity of the best expert. In other words, one of these machines will do the work of at least ten expert egg candlers under the methods now employed.

A Substitute For Olive Oil.

Efforts are being made to place corn oil on the market as a substitute for

olive oil, and experimenting chemists have, it appears, declared that it is more digestible than any of the oils now used for culinary purposes. As is known, before corn is shipped the "germ," a little fleck of yellow on every kernel of grain, has to be removed. If not the cargo is apt to go rancid. In the process of extracting the "germ"—degermin, as it is known—an oleaginous substance is produced, and for a long time efforts were vainly made to render it fit for edible purposes. Recently, however, a process has been, it is reported, discovered, by which this crude oil is clarified and deodorized and rendered palatable. It is feared, however, that the refined corn oil, instead of being sold on its own merits, will be put on the market as olive oil.

Two thousand new pianos have been sold in Kansas this year. It is evident that peace and quietness do not always follow prosperity.

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

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

ESTABLISHED 1886.

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

PEACHES

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

Vinkemulder Company,
Grand Rapids, Mich.

SEEDS

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

Send us your orders.

MICHIGAN PEACHES NOW IN MARKET

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL
COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

58 AND 60 W. MARKET ST.

121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.
Quotations on our market furnished promptly upon application

Butter and Eggs

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

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

J. W. FLEMING, Belding.

The New York Market

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

New York, Aug. 17.—The coffee market has been uncertain and rather unsatisfactory to sellers during the week. Out-of-town dealers have taken only enough to keep up assortments and, with lower bales both from Europe and Brazil, the outlook is for something of a break. Indeed, quotations are slightly lower than a week ago; but there seems to be a feeling that the bottom has not yet been reached. Quite a volume of business was done in a speculative way on Thursday and Friday, but even among the operators there is a very cautious procedure. The amount of Brazil coffee in store and afloat aggregates 706,259 bags, against 1,210,960 bags at the same time last year. No. 7 closes rather uncertain at 8 1/2¢. Mild grades seem to sympathize with Brazil sorts and supplies taken are only "enough to last over Sunday." Good Cucuta is quotable at 10 1/2¢. East India sorts are quiet, although, perhaps, not especially so. Padang range from 22¢ through almost every fraction up to 30¢. Mocha, 16 3/4¢ @ 19 3/4¢.

So far as the statistical position is concerned, tea favors sellers. So far as the actual market is concerned, it is just at the present moment mighty quiet. Buyers are taking small amounts and seem to be waiting for future developments. Besides, there is to be an auction sale on Wednesday of a fair quantity and the result is being awaited. Prices can be said to be steady and practically without change.

The sugar market is firm, but orders have not been as plentiful as last week. A large part of the business has been in filling orders under old contracts, the new business being of only an average sort. Quotations on hards are firmly adhered to, but softs are slightly shaded.

In low grades of rice there has been quite an export trade during the week at prices ranging from 3 1/2¢ @ 3 3/4¢. General trade is rather quiet and both sellers and buyers appear to be resting. Crops seem to be backward in the Southern States. For foreign sorts there has been an average demand. Quotations are as last reported. Japan, 4 1/4¢ @ 5¢.

Spice jobbers have done a fair trade for the season of the year and sales made are at full value, although an enlarged volume of business could be done at a slight concession. Singapore pepper in an invoice way is worth 13 3/4¢ @ 13 1/2¢.

Grocery grades of New Orleans molasses show improved call and, with the advancing season, sellers anticipate a free movement. Prices are firm and the same is true of foreign grades. Low grades of molasses are dull and sell from 8 1/2¢ @ 9¢. Syrups are in fair request and prices are practically without change, prime to fancy sugar ranging from 21¢ @ 28¢.

Lemons still remain in very active demand and orders come from every part of the country. Many are or small lots, but the market is well cleaned up. Especially is this true of 300 size, which are worth from \$5.50 @ 6.25 per box. 360s are quotable at \$4.75 @ 5.50. For Valencia there is good call and the market is closely sold up. They are worth from \$5 @ 5.75 per box. Bananas are rather dull and sales are made at some concession. Per bunch, firsts, \$1 for Aspinwalls, up to \$1.35 for Port Limon. Apples are in very liberal supply, except for very fancy stock, which is readily taken. Prices are of all degrees, ranging from \$1 @ 2 per bbl. Other fruit is in liberal supply and is selling at quotations which must leave precious little profit for the grower.

There is a good outlook for dried currants and prices are high and advancing. Peaches are in better request, as are apricots. Aside from these the outlook is not very encouraging, although possibly it is all that might be expected at this time of year.

There is a sort of vacation dullness pervading the canned goods market and actual business rather lags. Tomatoes are something of a drug, and all hands

are seemingly away from home. There has been some advance in salmon, but, as a rule, prices are practically unchanged.

As the supply of first-class creamery butter is rather light, prices have been firmly maintained and 21¢ is seemingly well established. Thirds to firsts, 17 1/2¢ @ 20 1/2¢; imitation creamery, 16¢ @ 18¢; factory, 15¢ @ 16¢. Of imitation factory the supply is moderate and prices are firm.

Cheese exporters have done a little business in large size cheese, but, as a rule, there is precious little new to be picked up. Prices appear well held and at the close full cream fetched 10 1/2¢ for either large or small, although possibly a fraction more has been paid in rare cases for very desirable goods.

The egg market is strong, even for goods which are not of the very best. Choice near-by stock fetches 18¢ @ 20¢; Western, 15¢ @ 17¢.

The bean market is generally firm and prices are firmly maintained. Choice marrows, \$2 @ 2.05; choice medium, \$1.80 @ 1.82 1/2¢; choice pea, \$2; Red kidney, \$1.80.

The King of Fruits.

Kansas City Packer.

The apple is the king of fruits. It is the great utility fruit. It is enjoyed by the rich and poor. We have it with us the year around. It is the most wholesome of all fruits and, medicinally, the most valuable. There is an old saying that an apple a day will keep the doctor away. It has been said that a man who will eat two good sized apples in the course of every twenty-four hours will never have the gout, and if he has it already the use of this fruit will banish it. For health reasons raw apples are preferable to those cooked. Heat makes chemical changes and destroys the acid that seems to act directly on the lime, salt and earthly matter created in the system, by gouty and rheumatic afflictions. The next alternative is the baked apple. Baked sweet apples and cream is a dish fit for a king.

Every condition taken into consideration, it hardly seems as though the apple industry could be overdone. Europe is just beginning to appreciate our apples. The apple export business has developed considerably in recent years. Sales of American apples in foreign countries amount to 3,000,000 bushels a year. As our apples are far superior to those grown abroad, it is likely that this trade will increase in the future. There is an insufficient supply of the fruit grown in Europe, which would also tend to make that a large market for our surplus production.

George C. Richardson, of Leavenworth, Kan., one of the largest apple growers and shippers in the world says: "I claim that a farmer can raise a bushel of apples cheaper than a bushel of corn, and get more bushels from an acre. At present prices he can also get more for a bushel of apples than for a bushel of corn. I believe that were apples sold at a price that would permit the wage earner to purchase them as a regular article of food, there could not be enough grown to supply the demand. Let the apple cease to be classed as a luxury, as it is in the apple belt, and it becomes a question of not a market for the apples, but apples to supply the market."

Poultry or Eggs.

The farmer should decide which he wishes to produce from the poultry yard, poultry or eggs, says Chas. E. Main in a discussion in the Iowa Homestead. In making his decision the market he expects to supply is the most important thing to consider. If his market calls for poultry he should help to supply it by growing the kind of poultry making the most meat of the best quality. If the demand is better for eggs he should keep the breed of poultry producing the most eggs during the year. If a general market is to be supplied, the farmer might keep two breeds of poultry, by giving them the proper care and in no case allowing the birds to cross.

Dewey has peace through being comfortably forgotten.

WE PAY CASH

F. O. B. your station for EGGS and all grades of BUTTER. It will pay you to write or wire us before you sell.

HARRIS & FRUTCHEY, DETROIT, MICH.

Creamery Butter For Sale



We have some of the finest new-made Elgin Separator Creamery, which we offer at 20¢ in 30 or 60 lb. tubs. This is positively the finest butter made. Send us your order for at least one or two tubs for a trial, and you will want more. We ship butter to every part of the country in good shape. It is held in our freezer until the hour of shipment. The same attention is given to orders for one tub or 160. Butter from now on is going to be very scarce and higher. Dairy butter will be impossible to get. Please do not forget where you can always get Choice Creamery Butter at the right price.

E. A. BRIDGE.

Both long distance 'phones 111.

PHELPS, BRACE & CO., Detroit, Mich.

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

R. Hirt, Jr.,

Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437-439 Winder St.

References: Dun or Bradstreet, City Savings Bank.

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.

COOK—CHAMBERMAID.—By North Ireland country, married, 30 years of age, references, also chambermaid and waitress; references, 342 6th ave.

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. SCHAEFER, BERNS & Co., 308 E. High St., Detroit, Mich.

COOK—By young woman, with good reference. Call 172 West 60th St., near Vanhousen's bell.

To send resumes, PETERSEN.

Cup & ADMK near Central 13 room bath, cabinet, electric light, cabinet, side, sell cheap, rent \$2,500; might exchange with S. H. HOUGHTON.

To Let for 6

ESTABLISHED 1890.

Hermann C. Naumann & Co. Wholesale Butchers, Produce and Commission Merchants.

Our Specialties: Creamery and Dairy Butter, New-Laid Eggs, Poultry and Game. Fruits of all kinds in season.

388 HIGH ST. E., Opposite Eastern Market, DETROIT, MICH. Phone 1793.

REFERENCES: The Detroit Savings Bank, Commercial Agencies, Agents of all Railroad and Express Companies, Detroit, or the trade generally.

The Meat Market

Meat Problem Which Confronts Germany.

Consul Pitcairn reports that the German naval authorities at Kiel have been compelled to buy canned and preserved meats in foreign markets in order to provision their China fleet. German stock raisers and packers can not even supply the home demand, and they can do nothing toward provisioning the German fleet in an emergency. Yet the agrarian element in the Reichstag has compelled the passage of a meat exclusion act intended to keep the meats of the United States and other countries out of Germany. Although the law has not yet gone into effect, it is already causing much inconvenience to the commissary department at Kiel, as all the available canned meats in the German market have been taken up in anticipation of the shortage that will follow the operation of the law.

Thus Germany is beginning already to experience the ill effects of its unwise legislation against American meats. The difficulties both of the government and of the private consumers will be much greater when the obnoxious law becomes operative. It is impossible for the farmers of Germany to raise all the cattle and hogs needed to feed the nation, and by barring out a large proportion of the necessary quota of foreign meats they are cutting off the meat supply of many citizens. The shortage may make prices artificially high, which is what the agrarians want, but it will be a hardship to the people in the cities and in the end will be injurious to the whole country. It will be interesting to see how long the people will submit to the law before demanding its repeal.

The United States can afford to wait patiently for the removal of the German embargo on its meats. The Chicago packers have plenty to do. The federal government has just asked them for bids on the furnishing of 1,000,000 pounds of fresh, salted and canned meats for the American soldiers in the Philippines and in China. They are also shipping hams to the British soldiers in South Africa. They are supplying a steady demand at Cape Nome and the Klondike, in addition to their ordinary home and foreign trade. This country not only has an abundance of meats, but it can always find a market for them. It will be sorry to see its German meat trade curtailed, but it can afford to wait for the obnoxious exclusion law to be repealed, because the German consumers will themselves be the greatest sufferers from that mistaken measure.

Necessity For Meat Canning Plants in Germany.

The provisioning of Germany's naval forces for the China campaign has been greatly interfered with by the scarcity of canned meats in the Empire, according to a report to the State Department at Washington from United States Consul Hugh Pitcairn, at Hamburg.

The naval authorities at Kiel, he says, are compelled to buy meat at a high price in foreign countries because of the inability of Germany to supply home demands. Consul Pitcairn transmits an article published in a Denmark newspaper telling of an order for 10,000 pounds of sausage placed by the German government at Slagelse, for use on the Chinese squadron. He also sends an article published in a Hamburg newspaper giving further evidence of the straits to which Germany has been brought in supplying her ship's crews bound for Chinese waters with meat. American canned meats, the latter ar-

ticle says, have been largely used in supplying the German navy. The army, it states, is supplied by two large meat-preserving plants at Spandau and Mainz, and there is an urgent necessity for creating new plants and extending the old ones to such degree that the provisioning of both the army and navy can be accomplished by the home industry alone.

When Advertising Pays.

When there is a sufficient demand for the goods advertised.

When the advertisements are well written, short yet descriptive, persuasive yet without misrepresentation.

When the advertisements are inserted in papers read by the very class of people who are likely to become purchasers of these goods.

When the price paid for advertising space per 1,000 circulation is not too high and when the advertiser does not allow himself to be imposed upon as to the circulation of the papers he is using.

When the advertiser deals honestly and treats his customers with politeness.

When no space is wasted in the advertisements and no money wasted by experiments with untried schemes.

When the money expended is concentrated and not scattered over a larger territory than can be thoroughly covered.

When the advertiser is financially able to "keep everlastingly at it" until his business becomes self-sustaining.

Polony Seasonings.

No. 1.

- 1 lb. pepper.
- 2 ozs. mace.
- 1 oz. cinnamon.
- 3 ozs. coriander.
- 3 1/2 lbs. salt.

No. 2.

- 4 lbs. pepper.
- 3 ozs. cayenne.
- 8 ozs. mace.
- 8 ozs. ginger.
- 4 1/2 ozs. cinnamon.
- 10 1/2 lbs. salt.

No. 3.

- 2 lbs. pepper.
- 4 ozs. mace.
- 1 1/2 ozs. cayenne.
- 4 1/2 lbs. salt.

No. 4.

- 5 lbs. pepper.
- 12 ozs. coriander.
- 10 ozs. ginger.
- 5 ozs. cloves.
- 1 1/2 ozs. cayenne.
- 14 lbs. salt.

Prices Still High in South Africa.

Consul General Stowe, writing from Cape Town, South Africa, says that since the duty was taken off of frozen meat and cattle (last December) there has been no apparent decrease in the price. Up to the latter part of December, Australia had furnished no less a quantity than 3,000 tons of corned beef in tins ranging in size from one pound up to six pounds; and the War Office at that time had cleaned out the available stores of that particular commodity in Australia and had to go to the United States for another 1,000 tons pending the replenishment of stocks by Australian packers. For the supply of fresh meat the War Office had contracted in South Africa; but in order to maintain supplies and keep down prices, live cattle were ordered from the Argentine Republic.

A Misunderstanding.

"My dear," said a gentleman to his wife, "where did all those books on astronomy in the library come from? They are not ours."

"A pleasant little surprise for you," responded the lady. "You know, you said this morning that we ought to study astronomy, so I went to a bookshop and bought everything I could find on the subject."

It was some minutes before he spoke. "My dear," he then said slowly, his voice husky with emotion, "I never said we must study astronomy. I said that we must study economy."

It Always Ends That Way.

They had just returned from their bridal tour when the husband gently pulled her ear and said:

"Now let us speak of business. While half of what I have belongs to you, I do not propose that you shall have to beg for your half. Being the head of the house I shall carry the wallet, but I propose to hand you over a certain sum every Saturday night. It will be pin money."

"How good you are!" she exclaimed.

"I think it is only just and right. I know a dozen married men whose wives have almost to get down on their knees to get a dollar. I could kick such a man! How much do you think you can use a week?"

"A dollar, perhaps."

"A dollar! My wife trying to get along on a dollar a week! Why, you little darling, you shall have at least \$10, and if that is not sufficient I shall make it \$20 or \$30."

It was the old story over again. He cut her down to \$8, \$7, \$6, \$5, \$4, \$3, and at length when they had been married about four months and she asked him for a dollar he turned on her with:

"What! More money! Do you think I've got a gold mine? What on earth do you want money for?"

"I've got to get a few little notions."

"But you can't want a dollar's worth! Here's 30 cents, and I hope you will remember that these are hard times and that money is money!"

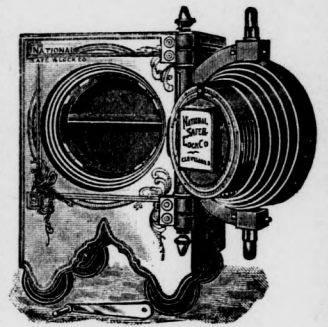
All His Own.

"My advertisements," said the man who keeps the corner store, and uses three inches, single column, ever other day in one paper, "have one distinct feature about them that you don't find in another advertisement in the paper."

"Yes," replied the longing solicitor, "and what is that?"

"Why, my signature, of course," answered the mean man, and he went in the back room and gave the boy a real dime to go out and buy a real brush to paint signs with.

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.



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.

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.

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. SCHRIEBER, 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.

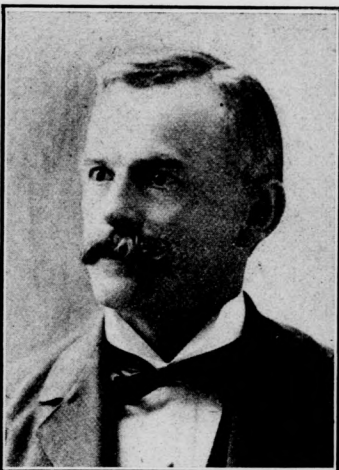
Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

SUCCESSFUL SALESMEN.

Chas. L. Moody, Representing J. G. Flint, of Milwaukee.

It is a statement as trite as it is true that "there is no better land outdoors than that within the borders of the Empire State." Franklin county, to the north of the Adirondacks—a synonym for the wildly picturesque in the heart of civilization—cradles the town of Malone, and there in 1855 the subject of this sketch was born. His father, a contractor, saw to it that the childish feet should early find the way to the school house, and the same parental care during the years of mental training let no grass grow in the path leading straight from the home door to the people's college.

When that institution had done its



work and the boy was ready for his struggle with the world, there was no better place for him to begin that struggle than right there at home. So the path was turned from the school house to the workshop and, bending the same energies that had made his school life a pronounced success to the calling that destiny brought to his hands, he found the work so satisfying and his environment so much to his liking that he remained in the shop with his father until he had seen his twenty-fifth birthday.

Then a change came. Sands & Maxwell, of Pentwater, wanted just the kind of man Mr. Moody is known to be and wanted him so much that the inducement offered was large enough to accomplish their object. That is nothing new nor remarkable in the realm of business; but it is both, as well as unusual, for a man in these days to be found so thoroughly the right man in the right place as to stay in that place for twenty years. These long terms of service mean much. In the first place there is a mutual appreciation, a condition of things in these days not too

common. In the second place it shows a growing out of the narrow sphere into a larger one with a gradual loosening from the old surroundings as the new ones insist upon what belongs to them. This is nature's way and, when a commercial life copies hers, there are few mistakes made.

During the twenty years passed in the general store of Sands & Maxwell, Mr. Moody naturally grew into the business, and then grew out of it into a larger world with greater opportunities and responsibilities. This world he has found with J. G. Flint, of Milwaukee, with whom he has been associated as Western Michigan salesman since July 1.

In 1876 Mr. Moody was married to Miss Abby C. Webb, of Pentwater. Three girls and one boy have blessed the union, the latter being now twelve years old. The family is located at Holland, in order that the children may enjoy the well-known educational advantages of that town, and there, in one of the pleasantest homes of the Peninsular State, is realized all that is meant by "the dearest spot on earth."

Mr. Moody is an attendant of the Methodist church. He belongs to the Blue Lodge Chapter and Council of the Masonic order, and is also a Woodman.

Experiences of Traveling Men in a Dead State.

Written for the Tradesman.

A number of traveling men were assembled in a depot at night, waiting for that most aggravating of all things in this nomadic life—a night train two hours late—and soon began telling of things that had come to the personal experience of various members of that mixed gang, beginning with the elderly man, who had traveled through most of the states of the Union, saying: "Of all the experiences I ever encountered among my trade, I consider that experience I had in a certain State as the most absurd of all, in a business sense. It was thus: I had seemingly called on upwards of a thousand men at their places of business and, with three exceptions, was met with the response to my enquiry, 'Is the buyer at home?' with the assertion that he was away indefinitely. Of course, I knew that in most instances this was merely a turn-down, and probably from the man I sought himself, but what could I do in such cases? It was getting monotonous, however, so at last, when met with the usual greeting by the young girl in charge, I said, 'Please excuse me for laughing, but it is so ridiculous to find so long a string of business places running without any head—for I have called upon over a thousand firms within the past month with the assurance that the business was running itself—that I am almost getting to believe this State does no business at all!'

Still laughing, I started for the door to go on my way, when an elderly man stepped from an inner room, pompously saying, 'My dear sir! I would have you understand that this business is under my management, and we know what we want, and so, reading your card, I knew there was nothing in your line that we wanted, so I have the young lady here politely inform such as you that our buyer is away from home; and, so he is, so far as your goods are concerned. I wish you good-day, sir.'

"This was my turn, so, as I took it that I would get no order anyway, I asked the man, 'Where do you see it on me?' 'See what?' 'Why, the sign, 'This is a dampfool, push him along,' because if I called on you without due

consideration of your business requirements I would be nothing else; but I have a positive knowledge that what I have is essential to your business success, as it is the most up-to-date office accessory yet devised for just such a business as yours, and neither you nor any other firm can do business with out-of-date accessories without working therewith a detriment to the business, because firms with whom you do business see and appreciate these things, and your business suffers when you attempt to get along with anything less good than the very latest and best.'

"Now came the surprise of my life, for that man wilted on the spot, and asked me to enlighten him on what my line consisted of, with the result of one of the finest sales I had ever made in that State."

This called forth a long discussion, but as it was rather personal I will allow it to escape the reader.

Then came a reminiscence from another "father on the road," who said: "In that same State I was with a line that was required by almost all classes of firms doing a manufacturing business, and in one of the largest in a town I was answered drawlingly by a comparatively young man, when I had asked for the purchasing agent, 'Our p—a is in there,' pointing to an inner room. At this in I went, supposing of course I was to have at last a long-denied chance of showing my line, when I found the only occupant of that room was the office boy. He was blacking boots, which from the surroundings I inferred was the purpose of the room."

"I stopped, on returning through the outer room, to say to the young man in charge, 'My dear sir, I was of the opinion, when I came into this State, that I would be among gentlemen, but I have this to say: if you were in the State of Kentucky and sent a Kentuckian where you sent me, under similar circumstances, it would be sufficient cause for a dead man on the spot, and the dead man wouldn't be the traveling man either; still, I suppose, where men know little, little must be expected of them, on which supposition I must bid you good-day, with the advice to remain away from the gentlemanly South or get acquainted with the ways of decency.'"

Another traveler of considerable experience went on to say: "I was at one time in that State with an experience all my own, in connection with the boy in charge of the 'Information Bureau,' who said, in response to my enquiry for the purchasing agent, 'Oh, he is out at present, but will be in shortly,' at which I took the liberty of standing in the vestibule, waiting for the return of that boy, who, as I was led to believe from the fencing apart of that space for traveling men, would come with information on return of the man I was waiting for; but at the expiration of two hours I again enquired for the purchasing agent, on which I was asked, in apparent surprise, by the same boy, 'Did you really want to see our purchasing agent?' 'Oh, no,' I answered, 'I am only out for fun, the firm I work for having no other purpose in sending me out but to interest and entertain such geese as you are, looking through those "goose-pokes," as you so plainly remind me of with your head through that window!'

"I was now treated to a look by the purchasing agent, who was right in hearing all the time, who, at sight of me, came to the window, asking what

my business might be anyway. Then I told him that the line I was handling was not of the kind to be suitably shown through a grating, and if he would grant me a reasonable place and the time properly to present my line it would be a pleasure to myself and likely of profit to his firm, for the three-fold reason that I represented the largest firm in the world making our line, with the most up-to-date thoughts on our specific line, managed with the best talent we could secure for money, added to which was the fact that we aimed to put out only the best of everything at the lowest price similar articles were offered at by any one, besides which I personally stood the recognized head of our line, having the most thorough knowledge thereof of all our people, a triple combination seldom if ever set out before—largest firm, lowest prices and best salesman—with which I must decline to beg the privilege of showing to him what was for his firm's interest to see, investigate and buy; notwithstanding which I was not allowed to show up, resulting in a turn-down, and this from a firm with hundreds of salesmen out on the road all the time and claiming to be the largest in their special line of any one on earth. I have often wondered what any firm coming into contact with the retail trade as they did could be thinking of to take such a position as relates to the traveling public."

"That is only what you can expect from that State," the sage of the party remarked, "for when I was there on my first and last trip I saw them sprinkling the streets by allowing ice to melt and drip on the pavements, on the supposition, I suppose, that ice water was more cooling than ordinary, and was best taken in small doses, the drippings being of necessity slow from the wagons; still, this allowed teams to go slowly, most accurately showing the condition of that Northwestern State."

Another recalled seeing them in that State raising their awnings to allow a beating rainstorm to rinse off the dust from the outside of the windows, the boy in charge of one store saying, "That is the way we wash our windows." Looking around I thought as much from all visible evidence, when the thought flashed through my brain, "Oh! the sweet simplicity of primitive ignorance, unadorned and untraveled with the white man's burden of intelligence!"

Still one other, representing a manufacturing firm, told his experience. Said he, "I once introduced my business as a salesman for a manufacturing firm when the manager asked me, 'Is manufacturing a system of a man folding napkins for tables or for window shows?' After a careful explanation of our work I was told, 'Our present means of doing business was good enough for our fathers and is good enough for us,' and from the looks of things I took his word therefor, actually expecting to find men outside looking for a 60 pound stone with which to balance a bushel of wheat across a mule's back to take the wheat to mill, but in this I was disappointed, for the reason that there had farmers enough emigrated to that State to teach a new way in this matter."

Another said his experience with the men of that State was of a different character; that on one occasion when he had to wait for the manager the head book-keeper stopped the office clock, "in order that the time would not seem so long to one waiting."

One of the number vouchsafed the thought, "Well, this State is dead sure enough," which was disputed by the above speakers, who maintained that "to die" signifies having been alive, and the business thereof never had been born, hence could not be "dead," to which all agreed; and then the train came whistling along and called to further duties.

Ajax.

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.

Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
Secretary—J. W. SEELEY, Detroit.
Treasurer—W. K. SCHMIDT, Grand Rapids.

Preliminary Education of the Drug Clerk.

Written for the Tradesman.

The Michigan State Pharmaceutical Association completed its eighteenth annual meeting in Grand Rapids last week. Papers and reports were read and discussed and the members, with business completed, wended their way homeward. An occasional visitor attended the meetings, but the public, as a whole, was not generally aware that a body of men having more to do with its welfare than most men are generally aware of met and parted to put into practice the conclusions that were reached.

In a general way the drug store, from its commonness, is only a place to get things "over here on the corner." The business man saunters out there for his after-dinner Sunday cigar, the young fellow strolls in there of an evening and treats "her" to an ice cream soda and this, with an occasional box of pills for the headache and a remedy for insomnia, makes up the neighborhood's idea of a drug store. The clerk in the establishment is usually designated as "a young fellow in there with spectacles—" a good many times the butt of the clerks in other stores, because he knows more than they do and is considered by the few who know him as a young man who understands his business and who can discount ten to one, the majority of his critics.

With this idea of the drug store the public would have been hardly prepared to learn how close and intimate are the relations existing between the home and it and how often the clerk there is called upon to settle some very serious questions pertaining not unfrequently to life and death, making, in fact, that functionary but a single remove from the family physician, whose ready and efficient assistant he often is.

With this for an introduction it will not occasion surprise to learn that the capable drug store clerk must be trained for his business, and that it was a matter under the deliberation of the Association whether a college course should be one of the requirements, with a strong leaning towards that opinion. Time has been, but not now, when pharmacy was willing to put up with anything in the way of help behind the druggist's counter. It is the old story of the training of the physician. A notion-hit boy from the farm, as often as from the town, would make up his mind to be a doctor and, with the little training received from the commonest common school, he would strike across lots for the nearest medical college. Little, if any, examination was called for or cared for, and a few months later the farm boy, with the hay seed still clinging to his hair, had put out his shingle, duly authorized to kill or cure, as chance should direct. It is a good

thing for the profession and for humanity that dead men tell no tales.

Last summer a medical student—one year in a medical college—was passing a few weeks of vacation upon a ranch among the Rocky Mountains in Colorado. The occupants of a ranch a dozen miles away had a young man taken with typhoid and the student was sent for. He refused to take charge of the case from his lack of knowledge; but the family, insisting that they could not pay a regular physician, equally insisted that, in spite of law or any other objection, the student should take the case. The matter in this instance was easily adjusted by the student's reporting the case to the physician in Denver in whose office he was reading and, following closely the physician's directions, the student "pulled the patient through"—an incident showing pretty clearly that much of the quackery going on in the world is due to people who are willing to run every risk in the employment of men as doctors who are wholly unfit for the responsibilities they are willing to assume. This condition is no longer possible for the physician and, if a consensus of the State Pharmaceutical Association obtains, it will be no longer possible for the clerk in the drug store.

It remains for the patrons of the drug store to decide whether their own interests are not to be materially advanced by a better understanding of the relations which they sustain to the establishment "on the corner." It is more and more taking the place of the physician. It stands between them and the medicinal adulterations which are flooding the market. Sanctioned by the family physician, it is doing its best to forward the health of the community in which it stands. While it is a commercial venture it is hardly more so than the profession whose efforts it heartily seconds; and, controlled, as it is, by the class of men forming the Michigan State Pharmaceutical Association, it will grow in the good opinion of its patrons and come to be acknowledged, even more than it is to-day, not only a need but a blessing to the community, wherever that community is.

R. M. Streeter.

Advertising From Drug Store Windows.

Written for the Tradesman.

An advertising druggist who advertises well is a rarity. Perhaps this may be accounted for by the fact that pharmacists are novices at the business of blowing their own horn. The pharmacists are sensitive creatures who hold aloof from the methods employed by the ordinary man of business. Their pharmacies are not shops to them. They are not like other merchants. They are semi-professional men, and of all conservative people they are the most so. Until very recently the mere suggestion of advertising made them shudder and hold up their hands in holy horror. Once having taken the plunge and the first shock to their sensibilities over, they feel that it is well to do as others who have goods to dispose of.

The beginners in this line offer some odd specimens to the public. For instance, in a certain Woodward avenue pharmacy, there appeared in the spring—by the way, it is still there—a most unique display for the advertisement of a soft drink. The window flooring is overlaid with some sad looking moss from which sprout tree branches. One in the center droops pathetically and drops aspy tears into a fat little cask labeled "root-beer."

A little farther up the avenue is another crudity which makes passersby pause, thus accomplishing the desired result. On the sidewalk stands a sandwich blackboard, on which is rudely sketched in vivid green a tree—the kind we used to draw in school—one long straight vertical line with several straight lines shooting out from either side for branches. From the branches dangle some greenish yellow balls. These are evidently intended to represent lemons, for underneath are written the words, "Try our lemon phosphate—made from the real fruit."

At one pharmacy where fancy drinks are a great specialty, the proprietor has hit upon a novel plan to popularize a new beverage. In his window is a large card bearing these words, "Come in and try—and name our new drink!" Each buyer of the liquid is given a coupon on which he writes down what he considers would be an appropriate name. The contest is one of "this week only" kind. The druggist is to look over the suggestions and, in payment for the one he chooses, the lucky suggestor gets a ticket which will entitle him to five free drinks.

Another contest which is creating considerable interest is under the management of a druggist who has placed in his window a pyramid of soap. Each purchaser of that brand of soap is asked to guess how many cakes go to form the pyramid. The one coming nearest the correct number is to be presented with a box of soap.

Human nature dearly loves to run the chance of getting something for nothing and the druggist is selling lots of soap.

Advertising is the art of making people want things, and he who can so arrange his window that it will be attractive to the passerby and fairly hypnotize the dollars from his pockets is a lucky fellow. But after the arrangement of the goods is artistically accomplished, there is yet one finishing touch to be added—that of the legend-bearing card—one worded concisely and which in catchy phraseology sets forth the excellence of the display.

One Detroit druggist's window is filled with greenery. At a distance one wonders if the proprietor is a patriotic son of Erin and has taken this way of showing his colors. On closer inspection the decoration proves to be about a dozen flower pots in which is growing hot house lettuce. Artistically arranged among the pots are different sized bottles containing an amber liquid. The explanatory card reads, "We do not sell lettuce. We leave that to the grocer and stick to our own line of goods. The lettuce is here to remind you that in preparing salad you need olive oil, of which we keep the freshest in the city—all sized bottles."

A very attractive window in the heart of the city was one in which the flooring was overlaid with chamois skins, and scattered about it in well-arranged groups were toilet accessories, such as powder, face meals, washes, toilet water, etc. The card foretold it to be "A stock which blossoms in beauty."

One of the difficulties met with by those who advertise from their windows is that when a person is well able to very satisfactorily arrange a window display he is at a loss for well-worded cards and "by George, I believe I'd pay a clerk five dollars extra if he'd print the cards. Look at my fingers," and a perspiring druggist held up ten inky digits. "Making up the cards is play; it's printing them that's the deuce."

G. Holt.

The Drug Market.

Opium—Has not quotably changed, although foreign markets are easier. The crop is now reported much larger than a few weeks ago and it is believed that lower prices will rule later on.

Morphine—Is firm at the last advance of 10c per ounce.

Quinine—Is very firm at the recent advance. The next bark sale will be held at Amsterdam on the 23d. As the offerings are limited, it is believed that higher prices will be paid, which will cause another advance in the product.

Carbolic Acid—Is very firm, both in this country and in London. Some holders refuse to sell at the present price. Stocks are small and receipts go immediately into consumption.

Alcohol—On account of the high price of corn, alcohol has advanced 2c per gallon.

Bay Rum—On account of the revision of the Puerto Rico tariff, bay rum has declined. The receipts from that island are small as yet, but it is believed the industry will grow under our present tariff.

Castor Oil—Is tending higher, on account of the present cost of seed.

Chloral Hydrate—The Board of Appraisers have decided that chloral shall be admitted at 25 per cent. ad valorem, instead of 55c per pound. There has been no change, as yet, in price, owing to the fact that the Government has appealed to the United States Circuit Court. In the meantime the old duty will rule.

Cocoa Butter—Has again advanced, on account of higher prices abroad. The situation is strong and higher prices are looked for.

Cuttle Fish Bone—As stated in this report several times of late, the catch is very small and prices will be higher. Another advance of 2c per pound is noted this week.

Glycerine—Two refiners have advanced their price. The others are still quoting as before. The best brands are higher.

Balsam Fir—Has been advanced 2c per pound, on account of small stocks. Essential Oils—The market is quiet. Cassia has declined about 5c and anise 10c per lb. Cloves has advanced and is firm.

Gum Camphor—The demand is increasing and stocks are being reduced. Higher prices are looked for.

Grains of Paradise—Stocks are getting larger and the price is being reduced. There is a notable decline this week.

Why She Gave Up the Scheme.

"I thought she was such an advanced woman that she always insisted she would not give up her name when she married, but would hyphenate it with her husband's."

"She did say so."

"But she hasn't done it."

"No; you see things sometimes happen very queerly in this world."

"How is that?"

"Her name, you will recall, was Black, and her husband's is Hart. She didn't like the combination."

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—Cuttle Fish, Balsam Eir, Cocoa Butter.
Declined—

Acidum		Conium Mac.		Sella Co.	
Aceticum	60¢ 8	Copaiba	1 15¢ 60	Tolutan	50
Benzolcum, German.	70¢ 75	Cubeba	1 00¢ 10	Prunus virg.	50
Boracic	17	Exechthitos	1 00¢ 10	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 00¢ 10	Aconitum Napellis R	60
Citricum	45¢ 48	Gaultheria	2 00¢ 20	Aconitum Napellis F	60
Hydrochlor.	30¢ 6	Geranium	1 00¢ 10	Aloes	60
Nitrosum	8¢ 10	Gossypil, Sem. gal.	50¢ 60	Aloes and Myrrh	60
Oxalicum	12¢ 14	Hedeoma	1 70¢ 175	Arnica	60
Phosphoricum, dil.	12¢ 14	Juniper	1 50¢ 2 00	Asafoetida	60
Salicylicum	55¢ 60	Lavandula	90¢ 2 00	Atropa Belladonna	50
Sulphuricum	13¢ 14	Limonis	1 40¢ 1 50	Aurant Cortex	60
Tannicum	1 10¢ 1 20	Mentha Piper	1 25¢ 2 00	Benzoin	50
Tartaricum	38¢ 40	Mentha Verid	1 50¢ 1 60	Benzoin Co.	50
Ammonia		Morhuac, gal.	1 25¢ 1 25	Barosma	50
Aqua, 16 deg.	4¢ 6	Myrra	4 00¢ 4 50	Cardamom	50
Aqua, 20 deg.	6¢ 8	Olive	75¢ 3 00	Cardamom Co.	50
Carbonas	13¢ 15	Pisic Liquida, gal.	10¢ 12	Catechu	50
Chloridum	12¢ 14	Pisic Liquida, gal.	10¢ 12	Cinchona	50
Aniline		Ricina	1 00¢ 1 08	Cinchona Co.	50
Black	2 00¢ 2 25	Rosmarini	1 00¢ 1 00	Columba	50
Brown	80¢ 1 00	Rose, ounce.	6 50¢ 8 50	Cubeba	50
Red	45¢ 50	Succini	40¢ 45	Cassia Acutifol.	50
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Cassia Acutifol. Co.	50
Baccæ		Santal	2 75¢ 7 00	Digitalis	50
Cubeba	18¢ 20	Sassafras	50¢ 55	Ergot	50
Juniperus	6¢ 8	Sinapis, ess. ounce.	6¢ 65	Ferri Chloridum	50
Xanthoxylum	75¢ 80	Thyme	1 50¢ 1 60	Gentian	50
Balsamum		Thyme, opt.	40¢ 50	Gentian Co.	60
Copaiba	50¢ 55	Theobromas	15¢ 20	Gulaca	50
Peru	40¢ 45	Potassium		Gulaca ammon.	50
Terabin, Canada	40¢ 45	Bi-Carb.	15¢ 18	Hyoscyamus	50
Tolutan	40¢ 45	Bichromate	13¢ 15	Iodine	75
Cortex		Bromide	52¢ 57	Iodine, colorless	75
Abies, Canadian	18	Carb.	12¢ 15	Kino	50
Cassia	12	Chlorate, po. 17	19¢ 18	Lobelia	50
Cinchona Flava	18	Cyanide	35¢ 40	Myrrh	50
Cinchona Atropurp.	30	Iodide	2 60¢ 2 65	Nux Vomica	50
Myrica Cerifera, po.	20	Potassa, Bhatt, pure	25¢ 30	Opil.	75
Prunus Virgin.	12	Potassa, Bhatt, com.	25¢ 30	Opil, comporated	50
Quillala, gr'd	12	Potass Nitras, opt.	7¢ 10	Opil, deodorized	50
Sassafras, po. 15	12	Potass Nitras	6¢ 8	Quassia	50
Ulmus, po. 15, gr'd	15	Sulphate po.	15¢ 18	Rhatany	50
Extractum		Radix		Rheal	50
Glycyrrhiza Glabra	24¢ 25	Aconitum	20¢ 25	Sanguinaria	50
Glycyrrhiza, po.	28¢ 30	Althea	22¢ 25	Serpentaria	50
Hæmatox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Stromonium	60
Hæmatox, 1s.	13¢ 14	Arum po.	6¢ 25	Tolutan	60
Hæmatox, 1/4s.	14¢ 15	Calamus	20¢ 40	Valerian	50
Hæmatox, 1/4s.	16¢ 17	Gentiana	12¢ 15	Veratrum Veride	50
Hæmatox, 1/4s.	16¢ 17	Glycyrrhiza, pv. 15	16¢ 18	Zingiber	20
Ferru		Hydrastis Canad.	6¢ 75	Miscellaneous	
Carbonate Precip.	15	Hydrocotyle, Alba, po.	12¢ 15	Æther, Spts. Nit. F	30¢ 35
Citrate and Quinla.	2 25	Inula, po.	15¢ 20	Æther, Spts. Nit. F	34¢ 38
Citrate Soluble	75	Ipeca, po.	4 25¢ 4 35	Alumen	23¢ 3
Ferrocyanidum Sol.	40	Iris plox, po. 35	38¢ 40	Alumen, gro'd. po. 7	30¢ 4
Solut. Chloride	15	Jalap, pr.	25¢ 30	Annatto	40¢ 50
Sulphate, com'l, by	2	Maranta, 1/4s.	6¢ 35	Antimoni	40¢ 5
Sulphate, com'l, by	80	Podophyllum, po.	22¢ 25	Antimoniet Potass T	40¢ 50
Sulphate, pure	7	Rhei, cut.	75¢ 1 00	Antipyrin	60
Flora		Rhei, pv.	75¢ 1 35	Antilebrin	25
Arnica	14¢ 16	Spigelia	35¢ 38	Argent Nitras, oz.	49
Anthemis	22¢ 25	Sanguinaria, po. 15	18	Arsenicum	10¢ 12
Matricaria	30¢ 35	Serpentaria	40¢ 45	Balm Gilead Buds.	38¢ 40
Folia		Senega	60¢ 65	Bismuth S. N.	1 90¢ 2 00
Barosma	25¢ 30	Smilax, officinalis H.	40	Calcium Chlor., 1s.	10
Cassia Acutifol, Tin-	20¢ 25	Smilax, M.	25	Calcium Chlor., 1/4s.	12
nevely	25¢ 30	Sella Co.	10¢ 12	Calcium Chlor., 1/4s.	75
Cassia, Acutifol, Ais.	25¢ 30	Symplocarpus, Feti-	60	Cantharides, Rus. po	75
Salvia officinalis, Ais.	12¢ 20	dus, po.	25	Capsici Fructus, af.	15
and 1/4s.	8¢ 10	Valeriana, Eng. po. 30	25	Capsici Fructus B, po	15
Uva Ursi	8¢ 10	Valeriana, German.	15¢ 20	Caryophyllus, po. 15	12¢ 14
Gummi		Zingiber a.	12¢ 16	Carmine, No. 40	3 00
Acacia, 1st picked	65	Zingiber j.	25¢ 27	Cera Alba	50¢ 55
Acacia, 2d picked	45	Semen		Cera Flava	40¢ 42
Acacia, 3d picked	35	Anisum, po. 15	12	Coccus	40
Acacia, sifted sorts.	28	Aphum (graveleons).	13¢ 15	Cassia Fructus	35
Acacia, po.	45¢ 65	Bird, 1s.	40	Centraria	10
Aloe, Barb. po. 18	20	Carui, po. 18	11¢ 12	Cetaceum	45
Aloe, Cape, po. 15	12	Cardamom	1 25¢ 1 75	Chloroform	55¢ 60
Aloe, Socotri, po. 40	30	Coriandrum	8¢ 10	Chloroform, squibbs	1 10
Ammoniac	55¢ 60	Cannabis Sativa	4¢ 5	Chloral Hyd Crst.	1 65¢ 1 90
Assafoetida, po. 30	28¢ 30	Cydonium	75¢ 1 00	Chondrus	20¢ 25
Benzoin	50¢ 55	Chenopodium	10¢ 12	Cinchonidine, P. & W	38¢ 48
Catechu, 1s.	13	Dipterix Odorata	1 00¢ 1 10	Cinchonidine, Germ.	38¢ 48
Catechu, 1/4s.	6¢ 13	Feniculum	60	Cocaine	5 80¢ 6 00
Catechu, 1/4s.	6¢ 13	Foenugreek, po.	7¢ 9	Corks, list, dis. pr. et.	70
Camphora	68¢ 72	Lini	3 1/4¢ 4 1/2	Cresosotum	60
Euphorbium, po. 35	40	Lini, gr'd. bbl. 3 1/4	4 1/2	Creta, prep.	2
Galbanum	1 00	Lobelia	35¢ 40	Creta, precip.	9¢ 11
Gamboge	65¢ 70	Pharlaris Canarian.	4 1/4¢ 5	Creta, Rubra	8
Gualacum, po. 25	30	Rapa	4 1/4¢ 5	Crocus	15¢ 18
Kino	75	Sinapis Alba	9¢ 10	Cudbear	24
Mastic	60	Sinapis Nigra	11¢ 12	Cupri Sulph.	6 1/4¢ 8
Myrrh	40	Spiritus		Dextrine	70¢ 10
Opil, po. 5.00	5 20	Frument, W. D. Co.	2 00¢ 2 50	Ether Sulph.	75¢ 90
Shellac	25¢ 35	Frument, D. F. R.	2 00¢ 2 25	Emery, all numbs.	6
Shellac, bleached	40¢ 45	Frument	1 25¢ 1 50	Emery, po.	6
Tragacanth	50¢ 80	Juniperis Co. O. T.	1 65¢ 2 00	Ergota, po. 90	85¢ 90
Herba		Juniperis Co.	1 75¢ 3 50	Flake White	12¢ 15
Absinthium, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Galla	23
Eupatorium, oz. pkg	20	Spt. Vini Galli.	1 75¢ 6 50	Gambler	8¢ 9
Lobelia, oz. pkg	20	Vini Oporto.	1 25¢ 2 00	Gelatin, Cooper	60
Majorum, oz. pkg	28	Vini Alba	1 25¢ 2 00	Gelatin, French	35¢ 60
Mentha Pip. oz. pkg	23	Sponges		Glassware, flint, box	75
Mentha Vir. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Less than box	11¢ 13
Rue, oz. pkg	39	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Tanacetum V oz. pkg	22	carriage	2 50¢ 2 75	Glycerina	17¢ 28
Thymus, V oz. pkg	25	Velvet extra sheeps' wool, carriage	1 50	Grana Paradisi	25
Magnesia		Extra yellow sheeps' wool, carriage	1 50	Humulus	25¢ 55
Calcined, Pat.	55¢ 60	Extra yellow sheeps' wool, carriage	1 50	Hydrarg Chlor Mite	95
Carbonate, Pat.	18¢ 20	Grass sheeps' wool, carriage	1 25	Hydrarg Chlor Cor.	85
Carbonate, K. & M.	18¢ 20	Hard, for slate use	1 00	Hydrarg Ammoniat.	1 05
Carbonate, Jennings	18¢ 20	Yellow Reef, for slate use	1 40	Hydrarg Unguentum	50¢ 60
Oleum		Syrups		Ichthyobolla, Am.	65¢ 70
Absinthium	6 00¢ 6 25	Acacia	50	Indigo	75¢ 1 00
Amygdala, Dule	35¢ 60	Aurant Cortex	50	Iodine, Resubi	3 85¢ 4 00
Amygdala, Amara	8 00¢ 8 25	Zingiber	50	Iodoform	3 85¢ 4 00
Anisi	2 10¢ 2 20	Ipecac	50	Lupulin	50
Aurant Cortex	2 25¢ 2 30	Rhei Arom	50	Lycopodium	70¢ 75
Bergamit	2 75¢ 2 85	Smilax Officinalis	50¢ 60	Maels	65¢ 75
Caliputi	80¢ 85	Senega	50	Liquor Arsen et Hy	25
Caryophyll.	75¢ 80	Sella Co.	50	Liquor Potas Arsin	10¢ 12
Cedar	35¢ 45	Syrups		Magnesia, Sulph.	2¢ 3
Chenopadi	2 75	Acacia	50	Magnesia, Sulph, bbl	1 1/4
Cinnamonil	1 30¢ 1 40	Aurant Cortex	50	Mannia, S. F.	60¢ 60
Citronella	35¢ 40	Zingiber	50		

Menthol	3 25	Seidlitz Mixture	20¢ 22	Linseed, pure raw	68	71
Morphia, S. P. & W.	2 25¢ 2 40	Sinapis	18	Linseed, boiled	69	72
Morphia, S. N. Y. Q.	2 25¢ 2 40	Sinapis, opt.	30	Neatsfoot, winter str	54	60
& C. Co.	2 15¢ 2 40	Snuff, Maccaboy, De	41	Spirits Turpentine	49	55
Moschus Canton	40	Voes	41	Paints		BBL. LB.
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	Red Venetian	13¢ 2	2 8
Nux Vomica, po. 15	10	Soda, Boras	11	Ochre, yellow Ber.	13¢ 2	2 3
Os Sepia	35¢ 37	Soda, Carb.	1 1/4¢ 2	Putty, commercial	2 1/4	2 1/2
Pepsin Saac, H. & P.	1 00	Soda, Bi-Carb.	3¢ 5	Putty, strictly pure	2 1/4	2 1/2
Pisic Liq. N. N. 1/2 gal.	1 00	Soda, Ash	3 1/2¢ 4	Vermillion, Prime	13¢	15
doz	2 00	Soda, Sulphas	2	American	13¢	15
Pisic Liq., quarts	1 00	Spts. Cologne	2 60	Vermillion, English	70¢	75
Pisic Liq., plnts	85	Spts. Ether Co.	50¢ 55	Green, Paris	14¢	18
Pil Hydrarg. po. 80	50	Spts. Myrcia Dom.	2 00	Green, Peninsular	13¢	16
Piper Nigra, po. 22	18	Spts. Vini Rect. bbl.	2	Lead, red	6	6 1/2
Piper Alba, po. 35	30	Spts. Vini Rect. 1/2 bbl.	2	Lead, white	6	6 1/2
Plix Burgun	7	Spts. Vini Rect. 1/2 gal	2	Whiting, white Span	85	
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 1 gal	2	Whiting, gilders	90	
Pulvis Ipecae et Opil	1 30¢ 1 50	Strychnia, Crystal	1 05¢ 1 25	Whiting, Paris, Amer.	1 25	
Pyrethrum, boxes H.	50	Sulphur, Subl.	2 1/4¢ 3 1/4	Whiting, Paris, Eng.	1 40	
& P. D. Co., doz.	75	Sulphur, Roll	2 1/4¢ 3 1/4	Universal Prepared	1 10¢	1 20
Pyrethrum, pv.	25¢ 30	Tamarinds	8¢ 10	Varnishes		
Quassia	8¢ 10	Terebenth Venice	28¢ 30	No. 1 Turp. Coach	1 10¢	1 20
Quinla, S. P. & W.	37¢ 47	Theobromae	55¢ 58	Extra Turp.	1 60¢	1 70
Quinla, S. German	37¢ 47	Vanilla	9 00¢ 16 00	Coach Body	2 75¢	3 00
Quinla, N. Y.	38¢ 49	Zinci Sulph.	7¢ 8	No. 1 Turp. Furn.	1 00¢	1 10
Rubia Tinctorum	12¢ 14	Oils		Extra Turk Damar	1 55¢	1 60
Salicin	18¢ 20	Whale, winter	70	Jap. Dryer, No. 1 Turp	70¢	75
Saccharum Lactis pv	18¢ 20	Lard, extra	60			
Sanguis Draconis	40¢ 50	Lard, No. 1	45			
Sapo, W.	12¢ 14					
Sapo M.	10¢ 12					
Sapo G.	15					

Hazeltine & Perkins Drug Co., Importers, Wholesale Druggists and Stationers, Grand Rapids, Michigan

In response to the constantly increasing demands of our customers who wish to more fully concentrate their accounts with us, and who have for several seasons repeatedly requested us to place this class of goods on sale, we have this season added to our already diversified lines a department for the sale of Holiday Goods. These goods having been most carefully selected from the best sources of supply by experts in this class of merchandise, we are offering the best products of the American and foreign markets at prices that are absolutely right. A partial list of what we are offering is given below:

In Solid Celluloid Goods, we carry Photograph Albums, Autograph Albums, Toilet Sets, Cuff and Collar Boxes, Necktie Boxes, Glove and Handkerchief Boxes, Photograph Boxes, Music Boxes, etc., etc.

In Transparent Celluloid, we have a great variety of popular selling dainty novelties to retail at from 25¢ to \$1.50 each.

Ebony Goods will be great winners again this season and we carry four complete lines genuine ebony goods of the highest grade of excellence.

Ebonoid Goods are more varied in design and handsomer in finish this season than ever before. As both ebony and ebonoid goods are staple with us, we have made extremely attractive prices on both of these lines.

Medallions, we have the best line, the best subjects, the best prices in the market.

Specialties in Cut Glass, Opal Glass, China, Silver, Leather and Pearl Novelties.

Perfume Atomizers, we have an almost endless variety, all new, the right sizes and at popular prices.

Holiday Perfumes, we offer in fancy packages the choicest select odors of Eastman, Lazell, Lundbourg, Imperial Crown and other standard makes in a great variety of styles, sizes and prices.

For the children we have a beautiful variety of Dolls, Animal Toys, Mechanical Toys, Games, Drawing Slates, Toy Paints, etc., etc.

Pocket Books, we have added largely to our already very complete line of ladies' and gentlemen's Pocket Books, Purses, etc.

In addition to the above we are showing the best line of Blank Books in the market and all other lines of staple stationery.

Our Druggist Sundry Department is one of our strongest lines and as we are the recognized leaders in this branch of trade, our representative will carry a complete line of up-to-date samples from this department.

Our representative, Mr. W. B. Dudley, is now covering our territory with this line.

HAZELTINE & PERKINS DRUG CO.

GROCERY PRICE CURRENT

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

ADVANCED


Sardines

ALABASTINE

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

AXLE GREASE

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



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

AMMONIA Per Doz.

Arctic 12 oz. ovals. 85
Arctic pints, round. 1 20

BAKING POWDER

Acme

1/4 lb. cans 3 doz. 45
1/2 lb. cans 1 doz. 75
1 lb. cans 1 doz. 1 00
Bulk. 10

Arctic

6 oz. Eng. Tumblers. 90

Egg

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

The "400"

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

El Purity

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

Home


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

JAXON

1/4 lb. cans. 4 doz. case. 45
1 lb. cans. 4 doz. case. 85
Queen Flake

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

Royal



10c size. 86
1/4 lb. cans 1 30
1/2 lb. cans 1 80
1 lb. cans 2 40
3 lb. cans 3 60
1 lb. cans. 4 doz. 4 65
1 lb. cans. 12 doz. 75
5 lb. cans. 21 doz. 90

BATH BRICK

American. doz. gross. 70
English. doz. gross. 80

BLUING

CONDENSED PEARL BLUING

Small 3 doz. 40
Large 2 doz. 75

Arctic, 4 oz. per gross. 4 00
Arctic, 8 oz. per gross. 6 00
Arctic, pints, per gross. 9 00

BROOMS

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

CANDLES

Electric Light, ss. 12
Electric Light, 16s. 12 1/2
Paraffine, 6s. 11 1/2
Paraffine, 12s. 12 1/2
Wicking. 30

DECLINED

Package Coffees

COCOA

Webb. 30
Cleveland. 41
Epps. 42
Van Houten, 1/8s. 12
Van Houten, 1/4s. 20
Van Houten, 1s. 38
Colonial, 1/8s. 70
Colonial, 1/4s. 75
Huyler. 33
Wilbur, 1/8s. 41
Wilbur, 1/4s. 42

CIGARS

The Bradley Cigar Co.'s Brands

Advance. \$35 00
Braley. 35 00
Clear Havana Puffs. 22 00
"W. H. B.". 55 00
"W. B. B.". 55 00

H. & P. Drug Co.'s brands.

Fortune Teller. 35 00
Our Manager. 35 00
Quintette. 35 00

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

SEW

S. C. W. 35 00
Lubetsky Bros. Brands.

B. L. \$33 00
Gold Star. 35 00
Pheps, Brace & Co.'s Brands.

Royal Tiger. 55 80 00
Royal Tigerettes. 35 80 00
Vicente Portuondo. 35 70 00
Ruhe Bros. Co. 25 70 00
Hilson Co. 35 110 00
T. J. Dunn & Co. 35 70 00
McCoy & Co. 35 70 00
The Collins Cigar Co. 100 35 00
Brown Bros. 150 70 00
Bernard Stahl Co. 35 90 00
Banner Cigar Co. 100 35 00
Seidenberg & Co. 100 125 00
Fulton Cigar Co. 100 35 00
A. B. Ballard & Co. 35 175 00
E. M. Schwarz & Co. 35 110 00
San Telmo. 35 70 00
Havana Cigar Co. 180 35 00
C. Costello & Co. 35 70 00
LaGora-Fee Co. 35 70 00
S. I. Davis & Co. 35 185 00
Hene & Co. 35 90 00
Benedict & Co. 7 50 70 00
Hemmett Cigar Co. 35 70 00
G. J. Johnson Cigar Co. 35 70 00
Maurice Sanborn. 50 175 00
Boek & Co. 65 300 00
Manuel Garcia. 80 375 00
Neuva Mundo. 85 175 00
Henry Clay. 85 550 00
La Carolina. 96 200 00
Standard T. & C. Co. 35 70 00
H. Van Tongeren's Brand. 35 00
Star Green. 35 00

COFFEE

Roasted

A.T.C. HIGH GRADE COFFEES

Special Combination. 20
French Breakfast. 25
Lenox. 30
Vienna. 35
Private Estate. 38
Supreme. 40
Less 33 1/3 per cent.

Rio

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

Santos

Common. 11
Fair. 14
Choice. 15
Fancy. 17

Maracaibo

Fair. 12
Choice. 16
Fancy. 17

Mexican

Choice. 16
Fancy. 17

Guatemala

Choice. 16

Java

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

Mocha

Arabian. 21

DECLINED

Package Coffees

COCOA

Webb. 30
Cleveland. 41
Epps. 42
Van Houten, 1/8s. 12
Van Houten, 1/4s. 20
Van Houten, 1s. 38
Colonial, 1/8s. 70
Colonial, 1/4s. 75
Huyler. 33
Wilbur, 1/8s. 41
Wilbur, 1/4s. 42

CIGARS

The Bradley Cigar Co.'s Brands

Advance. \$35 00
Braley. 35 00
Clear Havana Puffs. 22 00
"W. H. B.". 55 00
"W. B. B.". 55 00

H. & P. Drug Co.'s brands.

Fortune Teller. 35 00
Our Manager. 35 00
Quintette. 35 00

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

SEW

S. C. W. 35 00
Lubetsky Bros. Brands.

B. L. \$33 00
Gold Star. 35 00
Pheps, Brace & Co.'s Brands.

Royal Tiger. 55 80 00
Royal Tigerettes. 35 80 00
Vicente Portuondo. 35 70 00
Ruhe Bros. Co. 25 70 00
Hilson Co. 35 110 00
T. J. Dunn & Co. 35 70 00
McCoy & Co. 35 70 00
The Collins Cigar Co. 100 35 00
Brown Bros. 150 70 00
Bernard Stahl Co. 35 90 00
Banner Cigar Co. 100 35 00
Seidenberg & Co. 100 125 00
Fulton Cigar Co. 100 35 00
A. B. Ballard & Co. 35 175 00
E. M. Schwarz & Co. 35 110 00
San Telmo. 35 70 00
Havana Cigar Co. 180 35 00
C. Costello & Co. 35 70 00
LaGora-Fee Co. 35 70 00
S. I. Davis & Co. 35 185 00
Hene & Co. 35 90 00
Benedict & Co. 7 50 70 00
Hemmett Cigar Co. 35 70 00
G. J. Johnson Cigar Co. 35 70 00
Maurice Sanborn. 50 175 00
Boek & Co. 65 300 00
Manuel Garcia. 80 375 00
Neuva Mundo. 85 175 00
Henry Clay. 85 550 00
La Carolina. 96 200 00
Standard T. & C. Co. 35 70 00
H. Van Tongeren's Brand. 35 00
Star Green. 35 00

COFFEE

Roasted

A.T.C. HIGH GRADE COFFEES

Special Combination. 20
French Breakfast. 25
Lenox. 30
Vienna. 35
Private Estate. 38
Supreme. 40
Less 33 1/3 per cent.

Rio

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

Santos

Common. 11
Fair. 14
Choice. 15
Fancy. 17

Maracaibo

Fair. 12
Choice. 16
Fancy. 17

Mexican

Choice. 16
Fancy. 17

Guatemala

Choice. 16

Java

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

Mocha

Arabian. 21

DECLINED

Package Coffees

COCOA

Webb. 30

SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 1/2
Grand Bank.....	@ 4 1/2
Strips or oricks.....	6 @ 9
Pollock.....	@ 3 1/2

Halibut.

Strips.....	14
Chunks.....	15

Herring

Holland white hoops, bbl.	11 00
Holland white hoops, 1/2 bbl.	6 00
Holland white hoop, keg.	75
Holland white hoop mch.	85
Norwegian.....	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed.....	16 1/2
Bloaters.....	1 50

Mackerel

Mess 100 lbs.	17 00
Mess 40 lbs.	7 10
Mess 10 lbs.	1 85
Mess 8 lbs.	1 51
No. 1 100 lbs.	15 00
No. 1 40 lbs.	6 30
No. 1 10 lbs.	1 65
No. 1 8 lbs.	1 35
No. 2 100 lbs.	9 50
No. 2 40 lbs.	4 10
No. 2 10 lbs.	1 10
No. 2 8 lbs.	91

Trout

No. 1 100 lbs.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

Whitefish

No. 1	No. 2	Fam
100 lbs.	7 50	7 00
40 lbs.	3 30	3 10
10 lbs.	90	85
8 lbs.	75	71

SEEDS

Anise.....	9
Canary, Smyrna.....	4
Caraway.....	6
Cardamon, Malabar.....	80
Celery.....	10
Hemp, Russian.....	4 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	1 95
Poppy.....	5
Rape.....	4 1/2
Cuttle Bone.....	15

SPICES

Whole Spices	
Allspice.....	12
Cassia, China in mats.....	10
Cassia, Batavia, in bund.....	28
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	55
Cloves, Amboyne.....	17
Cloves, Zanzibar.....	14
Mace.....	14
Nutmegs, 75-80.....	50
Nutmegs, 105-10.....	40
Nutmegs, 115-20.....	35
Pepper, Singapore, black.....	15 1/2
Pepper, Singapore, white.....	23
Pepper, shot.....	16 1/2

Pure Ground in Bulk

Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	48
Cloves, Zanzibar.....	17
Ginger, African.....	15
Ginger, Cochlin.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	18
Pepper, Singapore, black.....	19
Pepper, Singapore, white.....	25
Pepper, Cayenne.....	20
Sage.....	20

STARCH



Kingsford's Corn	
40 1-lb. packages.....	6 1/2
20 1-lb. packages.....	6 1/2
6 lb. packages.....	7 1/2

Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2

Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2

Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	3 1/2
Barrels.....	3 1/2

STOVE POLISH



No. 4, 3 doz in case, gross.	
No. 4, 3 doz in case, gross.	7 20

SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Kappie, in jars.....	43

SODA

Boxes.....	5 1/2
Kegs, English.....	4 1/2

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino.....	6 35
Cut Leaf.....	6 50
Crushed.....	6 50
Cubes.....	6 25
Powdered.....	6 20
Coarse Powdered.....	6 20
XXX Powdered.....	6 25
Standard (granulated).....	6 10
Fine Granulated.....	6 10
Coarse Granulated.....	6 25
Extra Fine Granulated.....	6 20
Conf. Granulated.....	6 35
2 lb. bags Fine Gran.....	6 20
5 lb. bags Fine Gran.....	6 20
Mould A.....	6 35
Diamond A.....	6 10
Confectioner's A.....	5 90
No. 1, Columbia A.....	5 75
No. 2, Windsor A.....	5 75
No. 3, Ridgewood A.....	5 75
No. 4, Phoenix A.....	5 70
No. 5, Empire A.....	5 65
No. 6.....	5 55
No. 7.....	5 45
No. 8.....	5 35
No. 9.....	5 25
No. 10.....	5 20
No. 11.....	5 20
No. 12.....	5 15
No. 13.....	5 10
No. 14.....	5 10
No. 15.....	5 10
No. 16.....	5 10

SYRUPS

Corn	
Barrels.....	19
Half bbls.....	21
1 doz. 1 gallon cans.....	3 20
1 doz. 1/2 gallon cans.....	1 95
2 doz. 1/4 gallon cans.....	95

Pure Cane

Fair.....	16
Good.....	20
Choice.....	25

TABLE SAUCES

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

Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TEA

Japan	
Sundried, medium.....	28
Sundried, choice.....	30
Sundried, fancy.....	40
Regular, medium.....	28
Regular, choice.....	30
Regular, fancy.....	40
Basket-fired, medium.....	28
Basket-fired, choice.....	35
Basket-fired, fancy.....	40
Nibs.....	27
Siftings.....	19 @ 21
Fannings.....	20 @ 22

Gunpowder

Moyune, medium.....	26
Moyune, choice.....	35
Moyune, fancy.....	50
Pingsuey, medium.....	25
Pingsuey, choice.....	30
Pingsuey, fancy.....	40

Young Hyson

Choice.....	30
Fancy.....	36

Oolong

Formosa, fancy.....	42
Amoy, medium.....	25
Amoy, choice.....	32

English Breakfast

Medium.....	27
Choice.....	34
Fancy.....	42

India

Ceylon, choice.....	32
Fancy.....	42

TOBACCO

Scotten Tobacco Co.'s Brands.....	
Sweet Chunk plug.....	34
Cadillac fine cut.....	57
Sweet Loma fine cut.....	38

VINEGAR

Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11

WASHING POWDER

Rub-No-More	
Rub-No-More, 100 12 oz.....	3 50

WICKING

No. 9, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

WOODENWARE

Baskets	
Bushels.....	1 15
Bushels, wide band.....	1 25
Market.....	7 30
Willow Clothes, large.....	6 50
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	5 50

Butter Plates

No. 1 Oval, 250 in crate.....	1 80
No. 2 Oval, 250 in crate.....	2 00
No. 3 Oval, 250 in crate.....	2 20
No. 5 Oval, 250 in crate.....	2 60

Clothes Pins

Boxes, 5 gross boxes.....	65
---------------------------	----

Mop Sticks

Trojan spring.....	8 50
Electric pater spring.....	8 50
No 1 common.....	7 50
No. 2 patent brush holder.....	8 00
12 lb. cotton mop heads.....	1 25

Pails

2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
2-wire, Cable.....	1 60
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	6 10
Paper, Eureka.....	2 25
Fibre.....	2 40

Tubs

20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Cable, No. 1.....	7 50
18-inch, Cable, No. 2.....	6 50
16-inch, Cable, No. 3.....	5 50

No. 1 Fibre

No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
No. 1 Double Peerless.....	3 30
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-17.....	2 50

YEAST CAKE

Yeast Foam, 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Cre m, 3 doz.....	1 00
Magic Yeast 6c, 3 doz.....	1 00
Sunlight Yeast 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

Crackers

The National Biscuit Co.	
quotes as follows:	

Butter

Seymour.....	6
New York.....	6
Family.....	6
Salted.....	6
Wolverine.....	6 1/2

Soda

Soda XXX.....	6 1/2
Soda, City.....	8
Long Island Wafers.....	12
Zephyrette.....	10

Oyster

Faust.....	7 1/2
Farina.....	6
Extra Farina.....	6 1/2
Saltine Oyster.....	6

Sweet Goods-Boxes

Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	8
Buttercups.....	12
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocount Taffy.....	10
Cracknels.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Crystal Creams.....	10
Cubans.....	11 1/2
Currant Fruit.....	11
Frosted Honey.....	12
Frosted Cream.....	8
Ginger Gems, lg. or sm.....	9
Ginger Snaps, N B C.....	8
Gladiator.....	10
Grandma Cakes.....	9
Graham Crackers.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	12
Iced Honey Crumpets.....	10
Imperial.....	12
Jumbles, Honey.....	8
Lady Fingers.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Picnic.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzels, hand made.....	7 1/2
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	12
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

Grains and Feedstuffs

Wheat

Winter Wheat Flour

Local Brands	
Patents.....	4 50
Second Patent.....	4 00
Straight.....	3 80
Clear.....	3 25
Graham.....	3 75
Buckwheat.....	4 50
Rye.....	3 25

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand.....	
Diamond 1/2s.....	4 00
Diamond 1/4s.....	4 00

Worden Grocer Co.'s Brand

Quaker 1/2s.....	3 95
Quaker 1/4s.....	3 95
Quaker 1/8s.....	3 95

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand.....	
Pillsbury's Best 1/2s.....	4 55
Pillsbury's Best 1/4s.....	4 45
Pillsbury's Best 1/8s.....	4 35
Pillsbury's Best 1/2s paper.....	4 35
Pillsbury's Best 1/4s paper.....	4 35

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.....	4 50
Duluth Imperial 1/4s.....	4 40
Duluth Imperial 1/8s.....	4 30

Lemon & Wheeler Co.'s Brand

Ceresota 7/8s.....	4 70
Ceresota 1/4s.....	4 65
Ceresota 1/2s.....	4 55

Worden Grocer Co.'s Brand

MORNING MARKET.

Salient Features of the Fruit and Vegetable Trade.

Another myth has vanished. The saying that a Hollander never fears the rain no longer holds. The rain of Monday night and the threatening clouds of the following morning prove it. There was a noticeable number of vacant stands all along the line at the Island Market.

Peaches stand at the head of the line, as usual at this season. Monday scored the largest sales so far, something over 3,000 bushels changing hands that day, all the way from \$1.50 down to 50c a bushel. Clingstones are gradually giving way to the freestone and there is increasing enquiry for the yellow stock.

Plums are not making much of a show. If private opinion can be at all depended upon, the estimate is something less than half an average crop. One producer with a single discouraging bushel was hoping to carry home 80 cents for it. Another wanted 65 cents; and still another declared his willingness to be satisfied with what he could get. One grower, who affirmed that he had never had a bigger crop, stated that they were rotting so that not much could be realized from them. A disease which no amount of treatment seems to check has taken possession, and the result is disastrous.

Apples are stronger, both in quality and price. Some early falls found a ready sale at 75c; the average price being 50 cents. The best have not yet appeared. A few sweets went at 25 cents, but they were not especially desirable. An occasional basket of fair size and quality did better; but, aside from the fact that there is a promise of something better later on, the apple market is not booming.

Potatoes are cheerful at 25 cents, a price not varying on any account. As one man put it, "It don't pay for the digging." There is little inducement for planting the early potato. The fight with bugs is inevitable and three "greenings" are usually needed to kill the pests. Potatoes planted in the middle of June do not require this treatment and just as good prices are usually realized. The present price can not be regarded as permanent and, when fall digging begins, there will be an advance that has come to stay.

Pears are beginning to assert themselves. They are not in abundance, but what are offered are good. Fancies bring \$1; others bring prices as low down as 60 cents.

Cucumbers appear to be having a day of it. Pickling stock went at 8@10 cents per hundred and "skips" for something less. "Skips," the ignorant enquirer after truth was informed, are cucumbers that are skipped by mistake by the picker. An old hen turkey delights to steal her nest no more than a wandering cucumber vine likes to hide her growing brood, and is not oftener more successful; hence, "skips."

Sweet corn is abundant, oscillating around 6 cents a dozen or, as a young "shaver" put it: "You pays your money and you takes your choice." He was right.

Tomatoes seem to have settled down into a regular gait and, rain or shine, few or many, are satisfied with the 25c cents daily offered and accepted.

Why beets and potatoes should go at the same price, 25 cents per bushel, received no satisfactory answer. If backache counts, the price of beets should be

doubled; and carrots at 20 cents are entitled to the same comment.

Green stuff generally has not materially changed in price during the week. Cabbage has been making the most of its opportunity and lovers of the vegetable can indulge in their favorite delicacy by the wholesale at a moderate price.

The roads are reported good, bad and indifferent, according to the direction traveled; and the market as a whole confirms the statement that Tuesday is the leading market day at the Island Market in Grand Rapids.

Belgian Hares vs. Poultry.
From the Poultry Gazette.

While we have no positive evidence by which to make the assertion, we believe there is no doubt but that a great deal of the money that has been spent this year in buying long-priced Belgian hares would otherwise have been spent in buying eggs and stock to improve the quality of the poultry throughout the country. There are a great many persons who have invested money in the new hobby who do not now, and perhaps never would, own poultry, but the great majority of the buyers of hares this year have been poultry keepers. This is largely due to the fact that the same conditions that made it possible for them to keep poultry led them to add the four-footed pets.

His Celluloid Collar Caught Fire.
From the Philadelphia Ledger.

Celluloid collars are dangerous for motormen and the men on the Milwaukee trolley lines will not be allowed to wear them after to-day. A motorman on one of the electric cars in that city had some trouble with his machinery, and, while he was tinkering at it, his celluloid collar came in contact with the metal of his controller. The collar caught fire instantly, and he was severely burned before he could tear it off. Celluloid collars are now tabooed on that line, and motormen in other cities may do well to take warning.

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

Thirty-Nine Positions in Six Months.

Butcher—You say you are well recommended?

Boy—Indeed I am; I have thirty-nine excellent references.

Butcher—And how long have you been working at the meat business?

Boy—Six months.

Sure of it Then.

"Do you think that lawyer whom you hired to break your father's will will be successful?"

"Why, certainly."

"What makes you think so?"

"Why, he's the fellow that drew the will up for my father."

The novel question, whether counsel, in his argument to the jury, has a right to shed tears has been decided by the supreme court of Tennessee in the case of Ferguson vs. Moon, the court holding that if the tears are available it is not only proper, but the duty of counsel to shed them on the appropriate occasion. The weeping was done in a breach of promise case by the counsel for the plaintiff, and was objected to by the counsel for the defendant, on the ground that the tears unduly excited the passions and sympathies of the jury in favor of the plaintiff and greatly prejudiced them against the defendant.

The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

STAR GARDEN

50 CIGAR
SOLD BY ALL JOBBERS

OLD RELIABLE B.L. CIGAR ALWAYS BEST.

ESTABLISHED 1868

H. M. REYNOLDS & SON

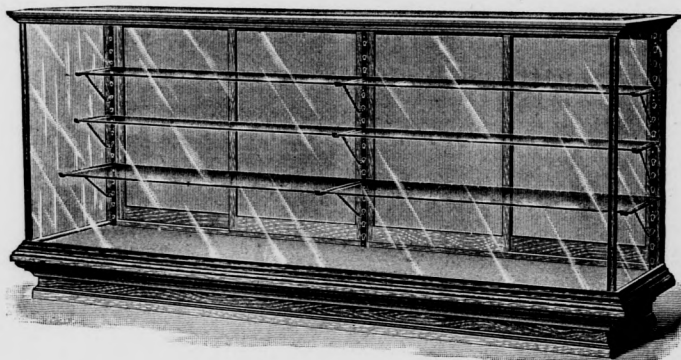
Manufacturers of

STRICTLY HIGH GRADE TARRED FELT

Send us your orders, which will be shipped same day received. Prices with the market and qualities above it.

GRAND RAPIDS, MICH.

OUR BUSY SALESMAN NO. 250



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

BRYAN SHOW CASE WORKS, Bryan, Ohio

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.

Why Children Should Be Well Treated By Merchants.

I well remember the instructions of an early employer on the attention to orders sent in with children. His orders were to devote more care and attention to such than to any others, and every clerk knew it meant business. To slight in any way a child was to bring censure from the proprietor, and as that was seldom given, the clerks knew this was a serious matter in his eyes. I dare say every one of the clerks that ever worked for this man has a great deal of respect for his judgment in this respect. I assure you I have. I am also confident that this very thing is one of the greatest reasons why this particular merchant retained customers year in and year out and enjoyed by far the largest trade in the town.

Parents put trust and confidence in a merchant when they send a child to the store for goods. They realize the child is immature and trustful, and that they must depend on the business honesty of the merchant to give them the right goods. Any observing merchant realizes the same thing, but not all are honest enough to be wise in their methods of handling these particular customers.

A merchant can not afford—to look at the matter only from a cold business standpoint—to shake the confidence a parent puts in him when the little one is sent to him for some article. Perhaps the article is needed in a hurry—it may be the mother is baking, and some necessary ingredient is lacking and she must send to the grocery after it. To leave herself would be surely to spoil something she has on the fire; then, too, she would have to stop and dress, so she sends the little one. The matter of pride that the little fellow takes as he feels he "is helping mamma," and trudges away on the errand feeling as big and businesslike as the merchant himself, touches that mother's heart as but few things in this life do touch it. It is not only a veritable help to her, but she sees the little fellow's life expand and grow, as he trudges on to his new experience, and when he returns, if the little fellow has been nicely waited on at the store, for he tells of every word said by himself and just what was said by the clerk, the mother's pride in her boy extends to that store a grateful acknowledgment and she is made a surer and steadier customer.

This is not visionary. I have seen its results and studied the question too closely to admit of any ifs or ands in the premise. I write whereof I know.

I know of one store, for instance, where mothers do not like to send their children. The reason is perhaps more clearly apparent than it is of those where they are willing to send them. They know that old stuff will be put on to the children when the merchant would not think of giving it to themselves if they went. The proprietor has a knack of being disagreeable to children, and is always teasing them.

The wise merchant sees an opportunity when a child comes to his store on an errand. I know some that make an effort to wait on every child in person. Then they know the opportunity is not lost to cement a business friendship, for after all a satisfied customer is one's best advertisement.

Packages should be tied securely for children and wrapped strongly. This point was emphasized on a friend's mind a few years ago. He had just put up five pounds of sugar for a little fel-

low. As the boy passed out he dropped the package on the pavement. The package broke and the little fellow was convulsed with tears. The clerk tried to scrape up what there was of clean sugar, but more than a pound was lacking. The little fellow dared not go home, I suppose, for his tears did not seem to dry. The proprietor took up the package and filled up the full weight for the little one. There was something in the manner in which the act was done that brought back the cheery smile to the lad's face, and he trudged on home. Many merchants would have felt that it was no concern of theirs, but this merchant was wise, and he knew how to do the deed. He not only endeared himself to the little fellow, but to a number of persons who saw the scene, and especially impressed the clerk that had first waited on the lad.—F. H. Hendryx in Merchants Journal.

Freak of Women That Makes a Morgue Necessary.

When the woman in black handed two prescriptions to the drug clerk she said, "I'll call for the medicine sometime this evening. Give me a check, please."

Before handing her the identification check the clerk figured for a moment. "One dollar and a quarter," he said. "It is customary to get a deposit on a call order that amounts to more than 50 cents."

The woman flushed indignantly. "Well," she said, "to be frank with you, I don't feel like paying it. I've been buying medicine and things at drug stores for a good many years and this is the first time I have been asked to put up a deposit. It is such an absurd request. You don't suppose for a minute that I'm going around getting prescriptions filled just for the fun of the thing, do you?"

The clerk sighed meekly. "Well," he said, "maybe you're not, but there are plenty of women who do. I hate to ask for a deposit. I'd almost as lief be cheated out of the money. I told the proprietor so. 'It looks small,' said I. 'Can't help it,' said he. 'We can't afford to mix three or four bottles of expensive medicine every day for women who make a fad of ordering drugs compounded that they never intend to call for.' And that's just what a lot of you women folks do," added the clerk with a defiant attempt at self-vindication. "Just look at this." Here he opened the door of a large cupboard at the rear of the store and pointed to the many rows of labeled bottles therein. "This is what we call the morgue," he said. "Every drug store has one. It is filled with the aftermath of the medicine fad. There must be upward of 300 bottles in that cupboard, which are worth on an average 50 cents each. Every one of them has been ordered by women, the majority of whom probably never had any intention of calling for the concoction. Some of this medicine has been here for months. It probably never will be called for, but we shall keep it for an indefinite period anyway. Drugs once mixed are a dead loss to us, and we might as well hold them and thus take chances on final redemption as to throw them away."

"But what makes people order medicine that they never intend to use?" asked the woman.

The clerk sighed. "The Lord knows," he said. "What makes people run to any senseless fad. This is all of a piece, I suppose, with the mania that induces people to consult a doctor when there is nothing the matter with them, only it is less expensive. Doctors' bills generally have to be paid, whereas medicine can be compounded free of charge unless a deposit is demanded from all except regular patrons. Not all these bottles you see here were filled from new prescriptions by any means. Many of them were made up from copies of old prescriptions that were filled originally at other stores in good faith, and I doubt not that many

of the compounds held in storage here could be duplicated in the morgue of many another drug store that has not yet adopted the deposit system."

The woman in black laid down her \$1.25 meekly. "I suppose I can't blame you for being cautious," she said.

Why the Cause Languishes.

"The time is coming," shouted the orator, "when the workingman shall have his rights. Will you join me, friend?"

"Nit," said the man addressed: "I'm expectin' to be an employer myself before a year is over."

Juvenile Foresight.

"Sammy, where did you get that ice?"

"Th' iceman gimme it."

"Isn't it too cool a day for you to be eating ice?"

"P'raps; but mebbe he'll come along some hot day an' won't gimme any."

A Quick Seller



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

Merchants Attention!

If you want a BOOKKEEPER, STENOGRAPHER, or first-class office assistant of any kind, address the **Michigan Business and Normal College, Battle Creek, Mich.** None but thoroughly competent help recommended. No charge for our part of the work, and our students give universal satisfaction.

They are trained for business.

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.



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

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.

The Grain Market.

Although the same conditions continue which have prevailed all along, only export rates have been advanced sharply, which made prices of wheat sag fully 3c per bushel for cash and futures. The receipts from Kansas have been very liberal the past week. However, owing to the advance in ocean freight rates, exports have not been as large as they would have been, which caused an increase in the visible of 1,543,000 bushels. As there is only one state which has a large amount of wheat, this large movement can not last very long, and the question will arise where the amount needed will come from. Speculation is not strong, because all are waiting for bottom prices. How long this will continue is a problem which time alone can solve. The market at present is in a waiting mood.

Corn has advanced fully 2c during the week, owing to the small stock of contract corn. The extreme hot weather in Kansas is said to have damaged corn to a considerable extent. Estimates on the crop are all pronounced less than three weeks ago. I should not wonder if the yield will fall below two billion bushels. The visible decreased about 2,249,000 bushels, leaving only 9,102,000 bushels in sight. It looks as though there would be a sharp squeeze in September corn, as the contract grade is very small. The shorts are beginning to see that they are likely to be in a hole and are trying to extricate themselves as best they can by bidding up the market.

Oats are holding up remarkably well, with an increase of 1,155,000 bushels in the visible. As an immense crop of new oats is beginning to move freely, prices will go lower, especially as the demand for export has fallen off. We look for a sharp drop in the not far distant future.

Rye is about the same; while the demand is fair, prices show a tendency to weakness, especially as the rye crop is a good one. The yield is large and the demand not pressing. At present only choice rye can be sold at going figures.

The domestic and local flour trade has been good, some orders having been taken to keep the mills going.

Mill feed is also more enquired for from Eastern buyers. As the hay crop seems to be very short there, full prices are obtained.

Receipts during the week here were as follows: wheat, 67 cars; corn, 3 cars; oats, 10 cars; hay, 2 cars; rye, 3 cars.

Mills are paying 70c for wheat.

C. G. A. Voigt.

The Boys Behind the Counter.

Adrian—Joseph H. Burns, formerly behind the counter for J. C. Rowley when he was engaged in the grocery business here, has associated himself with Mr. Grassie, and will conduct a men's furnishing goods establishment at Chicago. The new firm, which will be known as Burns & Grassie, will open at 152 Dearborn street, Sept. 1.

Grand Rapids—E. Whitney succeeds Chas. Cline as clerk in F. W. Fuller's Division street grocery store. Mr. Cline returns to the stage, having secured an engagement as comedian in the Chicago Stock Co.

Allegan—H. P. Knudson, who has been with John C. Stein & Co. the past two years, has taken a position in the department store of M. Hale & Co., of South Haven, where he will commence work Sept. 1.

Imley City—Bert Mills, who has been

working in Fatin's drug store in Almont for the past ten years, has been engaged by T. F. Holden.

Calumet—Herman Armstrong has taken a position in the dry goods department of P. Ruppe & Son, made vacant by the resignation of John D. Kilty, who goes with Jonson Vivian, Jr., & Co. in their Laurium store very soon. Mr. Armstrong has been employed with T. Wills, Jr., for the past three years, coming here from Green Bay.

Schoolcraft—John Eggleston has gone to Sturgis to take a position as clerk in the Burdick department store. He will have charge of the clothing department.

Reed City—Homer Howard, head clerk for H. R. Niergarth, has resigned to accept a clerkship in the dry goods store of P. Medalie, at Mancelona.

Rockford—Clinton Wellbrook succeeds Frank Fisher as meat cutter for David Wellbrook.

Middleville—W. C. Sackett, clerk for M. C. Hayward & Son, has resigned his position with the intention of purchasing a stock of merchandise at Vermontville in partnership with his brother, Howard Sackett.

Elsie—Olion Shawman is clerking in the drug store of Dr. J. H. Travis.

Sparta—Frank Purdy has left the employ of the Hastings Drug Co.—now owned by Milo Bolender—and F. M. Holmes does not expect to remain a great while longer. Miss Norah Mitchell is in charge of the business for the new owner.

Gripsack Brigade.

D. R. White, Southern traveling representative for the Alabastine Co., starts out on a four months' trip through the South Atlantic States Sept. 2.

Now that the removal of the prohibitive license for "dummers" in Hawaii is a fact, the enterprising salesmen have begun to invade Honolulu and other towns. Previous to annexation each drummer had to pay the town \$500 for the privilege of selling goods there. This was rather discouraging and kept American firms from doing much business by a traveling representative. Drummers now freely go and come and many good orders in certain lines are being placed in Honolulu.

H. S. Robertson has finally succeeded in obtaining a position entirely to his liking—the best job he ever had, as he expresses it—in the shape of the Chicago agency of the Diamond Crystal Salt Co. He has an office at 262 Wabash avenue and calls personally on the large trade, especially the wholesale grocers, packers and butterine manufacturers. Those who know Happy Hi—and those who don't know him are to be commiserated on their misfortune—realize that he is perfectly at home in his present congenial surroundings.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., is spending his last week at Charlevoix. On his return Lee M. Hutchins, Secretary and Treasurer of the corporation, will take his annual outing, which is rendered especially necessary this year by reason of a delightful attack of hay fever.

Frank N. Cornell, general merchant at Sebawa, has the sympathy of the trade in the death of his wife, which occurred on Monday of this week, from apoplexy, after an illness of only two days.

Heman G. Barlow, Secretary of the Olney & Judson Grocer Co., is confined to his home by illness.

The Sugar Situation.

We are on the eve of the heaviest demand of the year, which this year promises to be extraordinary in view of the fact that the country at large is unprepared to do more than take care of the first rush. Market conditions and quotations for the next six weeks are of secondary importance, the prime feature of importance being "supply and demand." We shall no doubt see lower prices follow closely on the heels of the active season, but advances are more likely than declines during the interim. Cane sugar is notoriously in short supply for this season's requirements, and we have already received from Europe practically all available beet sugar suitable for export to this country.

The total stock of raw sugar in America to-day is just one-half that of a year ago and we face distributing conditions in refined calling for an enormous increase over last season, when the supply of large fruits was practically nil, whereas we are this year assured of an abundance of fruit of all descriptions. Another week will see the beginning of the fruit glut and before ten days roll around the country will be begging for sugar. We have passed through exactly similar conditions in former seasons and we have a substantial basis for our estimate of nearby conditions.

In the light of facts as stated we see no necessity for suggestions. Draw your own conclusions. W. H. Edgar & Son.

Hides, Pelts, Tallow and Wool.

The hide market shows no change. The demand is moderate and the supply is good. No advance in price is looked for, as leather shows no profit.

Pelts are fairly plenty at good round values. Competition is limited and buyers are not inclined to trespass on each other's territory.

Tallow is low in price and sluggish, being in only fair demand.

Wool does not change. It is a waiting process with the manufacturer to see how his goods will sell. The stuff is below the importing point. The mills have only a small supply, while every dealer in the city and country has a large amount on hand, and buyers are scarce. Dealers anticipate that there will come a time when there will be a demand for the product.

Wm. T. Hess.

It is the law in Maine that the bounty for bears shall be paid when the animal's nose is shown. In New Hampshire the ears must be exhibited. Some enterprising sportsmen living near the borders of the two States get a double bounty by collecting on the noses in one state and on the ears in the other.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—ALL NEW STOCK OF MILLINERY in thriving town of 1,500; reason, going west for health. Box 397, Manchester, Mich. 485

HOTEL WANTED—GOOD COMPETENT man wants to lease furnished hotel in good town in Michigan. Address L. N. B., 541 Watkins St., Jackson, Mich. 484

FINE THOUSAND DOLLAR SUBURBAN residence property to exchange for stock general merchandise, with or without buildings. S. M. Vinton, South Grand Rapids, Mich. 483

FOR SALE—NATIONAL CASH REGISTER, No. 95 B. Has been used only three weeks. Apply to J. H. Travis, Elsie, Mich. 491

FOR SALE—SET TINNER'S TOOLS; GOOD condition; cheap for cash. Address Lock Box 325, Otsego, Mich. 489

FOR SALE—\$2,000 DRY GOODS AND men's furnishing goods stock, located at Martin, Mich.; big bargain if taken immediately. Address Lock Box 27, Allegan, Mich. 487

FOR SALE—146 ACRES OF LAND IN Marion county, Florida. Over 100 acres cleared. Suitable for fruit, vegetables and stock growing. Price \$15 per acre. No trades. L. D. Stark, Cascade, Mich. 486

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

WEEKLY NEWSPAPER WANTED, independent, in live Michigan town, one that hustle 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

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

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

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

WANTED—CLERK OF ABILITY AND experience for dress goods and general dry goods store, young man preferred. Address, with full particulars, also salary expected, A. E. Poulsen, Battle Creek, Mich. 488

WANTED—A FEW GOOD RELIABLE agents to sell our new improved lighting machine. Makes the finest, cheapest and safest light on earth. This machine has just been brought out. Write for terms and territory. The Improved Gasoline Incandescent Light Co., Howell, Mich. 482

WANTED—A GOOD ACTIVE MAN FOR A general store, especially experienced in dry goods and shoes. Also a competent man for the grocery department. Address No. 490, care Michigan Tradesman. 490

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—EXPERIENCED DRY GOODS salesman who can keep his department looking attractive. Also allround 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

When You Come to The Convention Next Week

Drop in and see us; we've lots of good things besides "CORRECT CLOTHES" on tap.

Heavenrich Bros.

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.

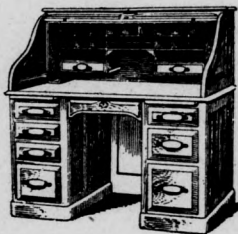
ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD OF THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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.

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. HOKR.

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 Petoskey.

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

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

Ludington and Manistee.

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

Detroit and Toledo Trains.

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

Saginaw and Bay City Trains.

Lv. Grand Rapids..... 7:00am 5:20pm
Ar. Saginaw..... 11:50am 10:12pm
Ar. Bay City..... 12:20pm 10:46pm
Ar. from Bay City & Saginaw... 11:55am 9:35pm
Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on day trains; sleepers on night trains.

*Every day. Others week days only.

June 17, 1900.

H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway July 1, 1900.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	* 4:05am	* 9:30pm
Trav. City, Petoskey, Mack.	* 7:45am	* 5:15pm
Trav. City, Petoskey, Mack.	* 2:00pm	* 12:30pm
Cadillac Accommodation	* 5:35pm	* 10:45am
Petoskey & Mackinaw City	* 10:45pm	* 6:00am
7:45am and 2:00pm trains, parlor cars; 11:00pm train, sleeping car.		

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Clin.	* 7:10am	* 9:40pm
Kalamazoo and Ft. Wayne.	* 1:50pm	* 1:50pm
Kalamazoo, Ft. Wayne Clin.	* 9:45pm	* 10:15pm
Kalamazoo and Vicksburg.	* 12:30pm	* 3:55am
Kalamazoo	* 6:00pm	* 7:00am
9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.		

Chicago Trains.

TO CHICAGO.

Lv. Grand Rapids..... * 12:30pm * 9:45pm
Ar. Chicago..... * 5:25pm * 6:30am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 9:45pm train has through coach and Pullman sleeper.

FROM CHICAGO

Lv. Chicago..... * 5:15pm * 11:30pm
Ar. Grand Rapids..... * 10:15pm * 7:00am
5:15pm train runs solid to Grand Rapids with Pullman buffet car attached.
11:30pm train has through coach and sleeping car.

Muskegon Trains.

GOING WEST.

Lv. Grand Rapids..... * 7:35am * 1:53pm * 5:40pm
Ar. Muskegon..... 9:00am 3:10pm 7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 6:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.

Lv. Muskegon..... * 8:10am * 12:15pm * 4:00pm
Ar. Grand Rapids..... 9:30am 1:30pm 5:20pm
*Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass'r and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

WANTED!

One Million Feet
of

Green Basswood Logs

Over 12 inches.

GRAND RAPIDS MATCH CO.,

GRAND RAPIDS, MICH.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

2 Quires, 160 pages...	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880
invoices..... \$2 00

Tradesman Company
Grand Rapids, Mich.

**50 Cents
Muskegon
Every
Sunday
G. R. & I.**

Train leaves Union Station at 9:15 a. m.
Returning, leaves Muskegon, 6:30 p. m.
50 cents round trip.

Use Tradesman Coupons



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.

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.

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.

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.

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

Doe Andrus, Plaindealer,
Robin Hood, Little Barrister,
Three Sisters, Old Pards, Etc.

WORLD'S BEST

S.C.W.

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

The Leonard Catalogue Cabinet

and System for Buyers
with four card indexes.

Holds 1,000 Catalogues, Circulars,
Etc.

First index finds the catalogue;
second index finds the articles;
third index is a buyer's record of
prices; fourth index tells the
movement of stock.

Send for full descriptive circular.
Don't you need both of these cabinets?

THE LEONARD MFG CO., Grand Rapids, Mich.

The Leonard Sectional Electrottype Cabinet

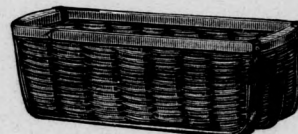
Ten drawers in each section.
Buy one or as many as you need.
Add to it any time. Card index
with each purchase.

Price only
\$5.00 per section.



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

Ballou Baskets Are Best

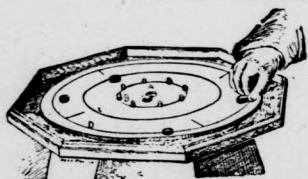


Is conceded. Uncle Sam knows it and
uses them by the thousand.
We make all kinds.

Market Baskets, Bushel Baskets, Bamboo De-
livery 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.

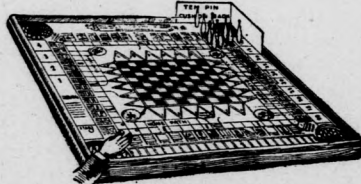
BALLOU BASKET WORKS, Belding, Mich.



Nine Styles of Crokinole

With Checkers and Backgammon on back of board
without extra charge.

Our
Game
Boards
are
Matchless
in Merit
and Price



COMBINOLA

The great game board. Forty games in one.

The Daudt Glass & Crockery Co.

Wholesale

Earthenware, China, Glassware, Lamps,
Dolls, Toys, Etc.

236 Summit and 230, 232, 234, 235 & 236 Water Streets,

TOLEDO, OHIO

Announcement:

Our various lines of Holiday
Goods are now complete and
ready for your inspection. We
herewith invite you to examine
our samples of

French, German and Austrian Decor-
ated China.

Bohemian Cut and Decorated Glass-
ware.

English Decorated Dinnerware.

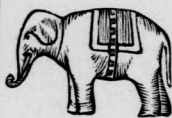
Lamps and Lamp Goods.

Dolls, Toys, Books and Pictures.

Metal and Celluloid Fancy Goods.

We shall be pleased to have you
pay us a visit. We will endeavor
to make the same both pleasant
and profitable for you.

The Daudt Glass & Crockery Co.



DIME ASSORTMENT

of Crystal Glassware



Every piece of splendid value and full practical size. This package contains 12 dozen pieces (1/2 dozen of each article shown).
Price \$9.00.

15 CENT ASSORTMENT

of Full Fire Polished Table Glassware



No better quality at any price. The assortment comprises 10 dozen pieces (1 dozen of each article shown).
Price \$12.00.

The sale of these assortments at above rates subject to present stock only

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

No Risk to the Retailer

in putting in a full assortment of

We advertise them extensively.
Better order some at once. Your competitor has 'em.

The Largest Cigar Dealers in the
Middle West.

Royal Tiger 10c
Tigerettes 5c

A SMOKER'S SMOKE

Phelps, Brace & Co., Detroit, Michigan

F. E. BUSHMAN, Manager

Their sale is pushed vigorously,
consequently there is not the slightest risk to the retailer.

Carolina Brights Cigarettes "not
made by a trust."

Merchants Attention!

If you want a BOOKKEEPER, STENOGRAPHER, or first-class office assistant of any kind, address the Michigan Business and Normal College, Battle Creek, Mich. None but thoroughly competent help recommended. No charge for our part of the work, and our students give universal satisfaction. They are trained for business.



FALL TERM

Begins September 3.

Fourteen Departments

Send for catalogue.

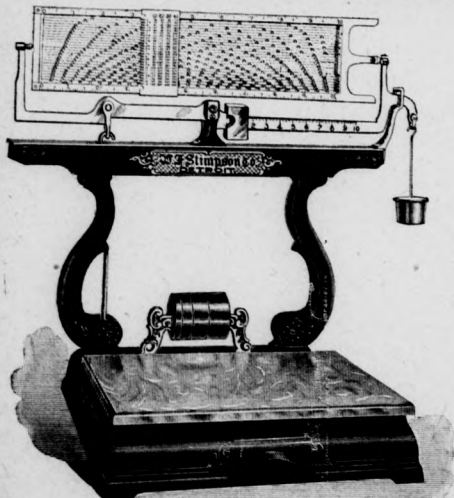
W. N. Ferris,
Principal and Proprietor.

"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.

**BOUR'S
COFFEES
MAKE BUSINESS**



Don't Waste Your Profits

There are a great many ways to prevent this.
The sure way is to secure a

STIMPSON COMPUTING GROCERS' SCALE.

They save all overweights and prevent loss from incorrect computation. Our scales are sold on easy monthly payments. Write for information.

W. F. STIMPSON CO., Detroit

EGG BAKING POWDER

For the Dealers' Profit and
Cooks' Delight

We want to correspond with every
dealer who does not know why
he should not fail to carry
EGG BAKING POWDER

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

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 con-
form with the pure food laws of Mich-
igan in every respect. Made only by

NORTHROP, ROBERTSON & CARRIER
LANSING, MICHIGAN