

MICHIGAN TRADESMAN

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ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



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.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

The sensation of the coffee trade is

A. I. C. High Grade Coffees

They succeed because the quality is right, and the plan of selling up to date. If there is not an agency in your town, write the

A. I. C. COFFEE CO.,
21-23 River St., Chicago.

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.

Tradesman Coupons

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GENERAL TRADE REVIEW.

Usually a long period of dulness in the stock market means a serious decline in prices. It is, therefore, remarkable that all records, for 'stagnation should be broken for weeks with but a few cents' loss in the average of values. Last week all transactions were included in 100,000 shares with but the slightest change in the quotations of a few. This week brings some local Chicago disturbance, which is affecting prices a little more, but hardly enough to be noted. It would seem that holdings are in strong hands and there is a quiet waiting until the heated term is past and activity returns naturally. A good deal is said about the influence of the political situation, but probably the season and the weather are more potent factors.

Compared with the stimulation given last summer's trade by the vast financial readjustments in the organization of corporations and combinations, the volume of clearing house returns shows a decline, but, as compared with all previous years, there is a great increase. Railway earnings continue very heavy, the only unfavorable comparison with the tremendous business of last year being in the grangers.

The foreign trade outlook is coming to be regarded with much complacency by the economists in that we are sending goods abroad at a rate which is rapidly increasing the foreign indebtedness to us and at the same time we are lending the money to meet the war needs of the European nations. It would seem impossible that these conditions can continue without putting us beyond the possibility of financial stringency or uncertainty. Last year's exports in August increased American credits abroad \$38,000,000 and the rate so far for the month this year is nearly a third greater. This, with \$18,000,000 of gold sent out, will make a significant showing for the month this year.

The most encouraging indications are found in the iron and steel situation. Prices of structural forms and sheets

and others used in general industries are about settled to their normal level and the effect is a great impetus to all industrial enterprises using the grey metal. Buyers are ready to lay in heavy stocks to replace the great diminution which resulted from the undue advance. It seems to be pretty generally conceded that the next swing of the pendulum must be upward—that the reaction has lowered to a point below which it is impossible to go with general trade in a normal condition. It is natural to expect that, with a repetition of the conditions obtaining before the last rise in prices, another may be looked for; but not to a corresponding degree. The resumption of foreign export activity is rapidly taking place. The present level of prices of all but steel rails and a few combination controlled forms has restored the parity, so that the interruption in the tide of export, which culminated last year in an amount exceeding the best record of England by 33 1/4 per cent., is made very short. An important feature of the situation is that there is a rush to employ all American shipyards before another advance in materials takes place.

The outlook for the textile trade is not so favorable, on account of temporary disturbing conditions. The war in China has spoiled the market for certain brands. While this is an adverse factor to be dealt with now, the final result can not fail to give that trade a still greater impetus until the nation becomes so far civilized as to make its own goods. Then the price of raw cotton has been too high for profitable manufacture and its abnormal persistence must soon stop many spindles. The woolen outlook is more encouraging, Eastern buyers, especially Boston, being much more active. A spirit of concession in lightweight woollens is too much manifest, however, although sample buying is reported fairly good. In the boot and shoe trade the gain reported last week is scarcely held. Western markets are reported active for the better grades of shoes, but dealers seem desirous of further reduction of stocks before too much buying.

A Topeka girl went to law in order to secure payment of a claim on an accident insurance company. The company brought out the fact that the girl had corns. This was such a shock to her best fellow that he ceased his visits, and now the girl wonders whether the \$47 she got from the company is sufficient compensation for the loss of her beau.

Is it good bye, olive oil? Corn oil has been pronounced more digestible than any of the oils now used for cooking purposes.

The man who tells one lie in business seems bound to protect it by telling others, and gradually becomes a competent liar.

For cheap travel Siberia is the place at present. For about \$3.50 a whole settler's family can travel about 4,000 miles.

HOT WEATHER AND CRIME.

Whether it results from the torrid weather that has prevailed so extensively over the United States for some time past, or is to be attributed to other causes, few readers of the newspapers can have failed to note the extraordinary outbreaks of violent and bloody crimes. Men murder their wives and children; neighbors engage in bloody and ferocious affrays, and homes heretofore peaceful and happy are broken up by the grossest acts of marital infidelity. Then there are suicides in great numbers. Of course, the criminal classes are fully active in their lawless operations, but they are not counted in the extraordinary outbreak of frightful and shocking wickedness on the part of persons who have not heretofore figured as criminals, but have had fair records of behavior.

Whether the torrid season has unduly heated the blood or disordered the brains of hitherto peaceable and worthy people, or whether it has induced an excessive resort to cooling but intoxicating beverages, and has so impelled many people to violent demonstrations against their kind, does not appear, but the fact recorded remains. It has been commonly held that the inhabitants of the tropics are, as a rule, hotter and more ungovernable in the outbreaks of their passions; they are more easily aroused to anger, more blood-thirsty, cruel and sensual than those of the temperate latitudes. If this be true, it is possible that an extended hot term may temporarily induce in the population of otherwise temperate regions the characteristics of the peoples of the hot zones.

Here are problems for the physiologists and sociological philosophers to study. At any rate, the facts that have suggested these lines are interesting and most startling.

Experiments are being conducted by the Department of Agriculture with a view of increasing the wheat-producing capacity of the United States and furnishing a better grade of wheat. The problem is a difficult one. It is desired to procure a winter wheat which will be available for use in the Red River Valley, a wheat which will stand exposure, and which will produce as good flour as the spring wheat now raised in this territory. The best wheat in America is the spring wheat of the Red River Valley, and the great millers of the lake cities prefer it to any other, but wheat sown in the spring yields only about half the amount per acre that wheat sown in the winter yields, if the conditions are equally favorable. Therefore, it is estimated that, should the Department be successful in finding a winter wheat for the Red River Valley which will produce as good flour as the spring wheat and will stand the exposure of the severe winter weather of that region, the problem will be solved. Thus far the experiments with Hungarian wheat, regarded as the best in the world, are promising.

Window Dressing

Practical Hints Which Will Appeal to Practical Merchants.

The next best thing to selling goods is to have them on exhibition. "What the eye sees the heart covets," is an old and true proverb that the merchant ought to keep constantly in mind. The more goods that a merchant has on exhibition, the greater are his chances of disposing of them, other things being equal. People are often reminded by the sight of an article that it is something that they ought to have, but have forgotten to purchase. Very often the mere sight of an article will awaken a desire for its possession that will eventually lead to its purchase. Every inch of space in a store ought to be made to do its share toward the selling of goods, and consequently every inch of space that can be utilized in the store for the display of goods should be so utilized.

* * *

The country merchant often feels discouraged when he reads descriptions of the window trims of big city stores or looks at photographs of the effects that the skilled window trimmers employed by these establishments are able to produce. He says: "Yes, these things are all right for people who have large stores and large amounts of money to spend on elaborate displays. But what is the use of my reading descriptions or suggestions of things that I can not hope to carry out in my own little store?" It is a great mistake to think that descriptions of window trims are given to enable trimmers to copy them exactly. As the floor space of different windows is different in extent and form, and as the needs of different communities differ, it is not generally desirable to copy exactly effects described. But the reading of descriptions of window trims ought to prove fruitful in effects that can be used in one's own store. Very often a merchant only needs to take a single figure from the trim of a larger store and repeat it a few times to get a satisfactory window. In general the merchant in a small place needs to remember that the best way for him to trim his windows is with simplicity. Let him show his goods in his windows plainly and neatly, studying carefully the posing of each article and the combination of colors, and he will not need to worry himself because he can not set his windows like the stage of a theater. A choir of amateurs furnishes very satisfactory and pleasing music, so long as it is content to sing music that is simple and unpretentious, but when it begins to sing music that only the most experienced artists can hope to render well, it becomes a most unmitigated nuisance. It's the same way with window trimming. A man should know his own limitations, and, without trying to copy elaborate window trims, try to copy details here and there from elaborate trims, so that by a new combination of those details in a trim of his own he can get an effect that is simple and adapted to his needs. We can not say too emphatically that cleanliness and simplicity are the first elements of a successful window trim. Bright, fresh goods, cleanly and neatly displayed, in simple designs, so as to show the merchandise to the best advantage, are the ideas that the great stores follow in trimming their windows. The small dealer needs to remember that simplicity in window trimming is, in general, the highest form of art.

At the present time the method of window trimming most used in metropolitan stores is the method known as the solid trim. A whole window is devoted to the display of a single line of goods, or, if more than one line of goods is displayed, each line is massed by itself, unless it consists of minor accessories. The advantage of this method of trimming is that it makes a strong, definite impression on the mind of the customer. A number of articles of the same kind grouped together make an impression that is much greater than when they are scattered about a larger space among other goods. The customer sees a large variety of goods of the same kind placed where they can be compared with each other, and the presence of a large variety enables him to make up his mind as to what he desires to ask for before entering the store. Furthermore, a number of articles of the same color massed together often help each other greatly, especially if they are of an odd shade or a trying color. A window trimmer would do well to pay particular attention to the color effect that he secures by massing goods of the same color. Sometimes he will find that they help each other. Sometimes he will find that they can be displayed to greater advantage by being separated.

* * *

As many small dealers are obliged to trim their windows with various lines of goods, often widely different from each other, they should take pains not to put incongruous articles next to each other. If it is necessary to display silk skirts and overshoes in the same window, they should not be placed next each other. A window full of heterogeneous articles needs to be arranged carefully, so that there shall not be any ludicrous contrasts.

* * *

While it is sometimes wise to trim showcases elaborately, it is well to remember that an elaborate arrangement of goods in the showcase makes people reluctant to ask to be shown goods that strike their fancy. When a clerk can get goods into the hands of a customer, he should do so. The showcase that is elaborately trimmed does not serve its purpose to the greatest advantage. Articles arranged in neat, simple rows, easy to get at, and in such shape that they are not mussed or rumpled, are the articles that customers ask to be shown, not articles arranged so that their removal from the case will be a difficult task without disarranging the whole trim. A showcase should have its interior, as well as its exterior, clean and neat. It should be lined with some handsome, durable cloth or silk that furnishes a good background for the goods, and it should not be overcrowded. The place for a merchant's stock is not in his showcase.

Dropped By a Cockroach.

The customer came into the drug store with a torn scrap of paper in his hand. "Isn't this from one of your advertisements?" he asked. The druggist took it and read: "I have tried your Killersure Cockroach Exterminator, and could not keep house without it." "Yes," he said, "it is a part of the wrapper that was around the package of the Exterminator you bought here a week or two ago." "That's what I thought. A big cockroach came running along the breakfast table this morning with this scrap of paper in his jaws. He dropped it down by my plate and got away before I could kill him."

The Passing of the Feminine Tan Shoe.

From the Boston Transcript.

The popularity of the tan shoe for women's wear is a thing of the past, according to the statements of Lynn manufacturers who have made a specialty of their production in late years. Without exception, the makers report a marked falling off in the demand for them, and some concerns have not sent out any samples of them for this season. Tan shoes for women were always regarded by shrewd men in the shoe business as more or less of a fad, and were not expected to become an established feature of the business.

One of the chief causes for the loss in popularity which the tan shoe has sustained is the fact that a tan shoe, size for size, looks larger than the black shoe. This alone was enough to bring it into disfavor, and when, in addition, it is considered that the tan shoe, no matter how tastefully made, could never compare with the black shoes of standard makes in style or neatness of appearance, its speedy decline in public favor as soon as the novelty of the innovation had worn off followed as a matter of course.

Wages and Salary.

"Pa."
"Well?"
"What's the difference between wages and salary?"
"If a man is working for \$3 a day running a machine of some kind, or laying brick or doing something else that makes a white collar and cuffs uncomfortable, he gets wages. Do you understand what I mean?"
"Yes, sir."
"But if he sits at a desk and uses a pen and gets \$7 a week and has soft hands, he receives a salary. Now do you see the difference?"

Will Be a Hero.

Edith—The man I marry must be a hero of the gridiron.
Ethel—He will be; if there is any cooking done he'll have to do it.

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.

Complete and New

Our new harness catalogue gives you lots of valuable information about our harnesses. If you have not one on your desk, write us and we will mail you the most complete harness catalogue that you could ask for.

Every Harness in it is guaranteed by us. That's worth something.

Brown & Sehler

Grand Rapids, 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.



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.

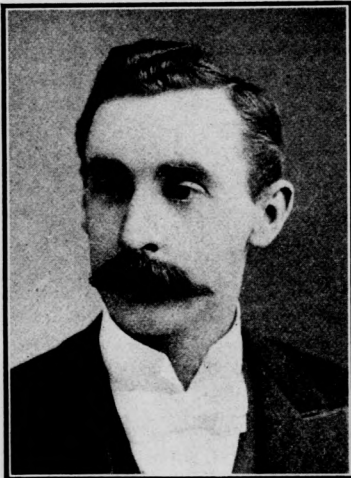
GENESEE FRUIT CO., Makers, Lansing, Mich.

REPRESENTATIVE RETAILERS.

N. D. Morrish, the Sault Ste. Marie Druggist.

The first moves on the chess-board are hardly less monotonous than the first few years of human life. We are born; the days go by and we go to school. Here fate first makes itself manifest and he is considered fortunate whose school days are long. Then comes a time when "school is done" and real interest in the game begins. Men accounted wise in these things have said that real character-building begins long before the school life does and that those men are most fortunate whose breathing begins on a farm.

The reason is plain. They learn from the first to do by doing. They are taught early to adapt themselves to circumstances and to make the most of them. Earlier there than elsewhere they begin to depend upon themselves for whatever they want and need. The fish pole, cut upon the bank of the brook



that furnishes the string of trout, is by no means as fine as the costly rod from the shop; but the lad who has learned that it is the boy behind the rod upon which the success depends goes out into the world with a practical lesson, sure to be learned in the old farm house. The home-made sled is never a thing of beauty; that it is often a joy forever, there is many a gray-haired man willing to testify.

This was the kind of training which began on a Canadian farm at Gaderich, Ontario, on May 7, 1864, when N. D. Morrish was born. His father was a farmer and the owner of a sawmill, both of which were turned to good practical account. The boy found his way to the schoolhouse when he was 7—a year later than the trouble usually begins—and he left it at 15. The death of his father was the cause. The boy, large for his age, believed himself equal to the management of the mill and proved himself equal to it by eight good years of service.

At 23 he became tired of the song of the sawmill and concluded to embrace the profession of pharmacy and enter upon the career of the druggist. He thereupon entered as an apprentice the drug store of J. W. Struthers, at Teeswater, Ont., where he remained two years and succeeded in mastering the rudiments of the business. He then went to the American Soo, where he clerked three years for Fred R. Price. He then managed a Black River drug store for a year, when he purchased the drug stock of Geo. Weisinger, at Saginaw, con-

tinuing the business at that city about eighteen months. Concluding that the Upper Peninsula afforded a better opening, he removed the stock to the Soo, where he has since remained and which city he is likely to make his abiding place for many years to come. He has prospered there, and he has shown how the principles instilled into him on the old Canadian farm and in the sawmill have brought to him the prosperity which he now enjoys.

While engaged in business at Saginaw, in 1893, Mr. Morrish was married to Miss Margaret Ruehle, of Sault Ste. Marie. The family reside in their own home at 319 Peck street, where the same principles which tend to make the business prosperous render the home contented and happy.

Mr. Morrish pays for a pew in the Presbyterian church and is a member of all the Masonic bodies, including the Commandery and the Shrine. He is a member of several fraternal insurance orders and has taken especial interest in the Modern Woodmen, being treasurer of the local organization. He hunts and fishes, in common with every other denizen of the Upper Peninsula, but his only hobby is his business, of which he never tires talking. Those who know him best and have been acquainted with him longest assert that if he owes a dollar he worries about it more than the creditor does, and probably the dread of debt is one of the things which has spurred him on to reach a position where he is no longer a debtor, but is arrayed in the ranks of the discounters.

Why the Bell Co. Opposes Franchises and Contracts.

Posted in a conspicuous place in the public office of the Holly Telephone Co. is the following letter, showing that contracts regulating rates bring good results to a community:

J. B. Starker, Manager, Holly, Mich.

Detroit, June 8—Under date of June 6th I wrote you, requesting that you change your toll rate over the New State Telephone Co. between Holly and Detroit, to read, 15c for one minute and 10c for each additional minute.

At the time of writing you as above, we overlooked the fact that we were under contract with the Holly telephone Co. to give it a rate of 15c for five minutes.

You will, therefore, upon receipt of this, correct your toll sheet, taking effect June 1, to read, Holly to Detroit, 15c for five minutes.

Please notify me that you have made this correction.

John H. Fry, General Supt.

Without contracts or franchises, the Bell Telephone Co. will charge 15c for one minute, and under contracts 15c for five minutes!

Telephone users which allow Bell telephones to replace New State telephones thus aid the Bell Co. to get away from the New State contracts and at the same time prepare themselves for poorer service!

To Slaughter Cattle on Moving Floats.

From the Sioux City Journal.

Talk about realism, just wait until that stock yards parade moves up Fourth street. Cattle, hogs and sheep will be slaughtered upon the floats as they are pulled through the streets, and will be dressed and made ready for shipment before the eyes of the multitude. Every department of the stock yards and packing houses will be represented. As the parade passes cattle will bellow, swine will squeal and sheep will baa, and the floats, instead of being pulled by horses, will be drawn by oxen. We intend to give a true representation of the packing and stock yards business. We will show the packing business from the calf to the hook.

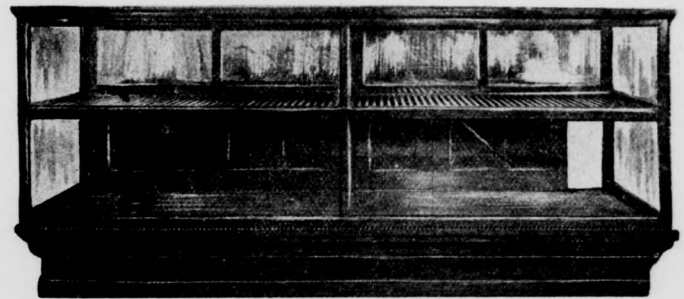
We apprehend that the public-slaughter idea was advanced in the enthusiasm of the moment and without that deliberation which should attend the preparation of public spectacles. It is merely a manifestation of the striving for "novelty" run mad. It is enough to say that the authorities in any civilized city should prohibit so revolting an exhibition. We decline to believe that the promoters of the Sioux City carnival would give serious consideration to a proposition to provide such a spectacle even if it should be advanced in earnest.

There is a young woman in Milwaukee who knows how to swim. She indulged in that art on a wager for forty-one minutes, holding an open umbrella over her head all the time. That umbrella saved her complexion.

Gaining Ground Every Day



For sale by Olney & Judson Grocer Co., Ball-Barnhart-Putman Co., Worden Grocer Co., Musselman Grocer Co., Lemon & Wheeler Co., Clark-Jewell-Weils Co., Daniel Lynch, Jennings Extract Co., M., B. & W. Paper Co.



McGRAFT LUMBER CO., Muskegon, Michigan

Manufacturers of all kinds of interior finish, counters, show cases, grilles and mantels, bank and office furniture.

The above cut represents our Bakery Goods Floor Case No. 1.

These cases are built of quarter sawed white oak handsomely finished and fitted with bevel plate glass top. These cases have several new and interesting features. We guarantee every case sent out by us to be first class. Write for prices.

With parties contemplating remodeling their stores we solicit correspondence, as we will make special prices for complete outfits of store fixtures.

Food for Business

Business thrives on **Uneeda Jinjer Wayfer**.

Somebody in your neighborhood must supply the active demand for these goods.

And take the profits.

Are you the man?



NATIONAL BISCUIT COMPANY.

Around the State

Movements of Merchants.

Lansing—Frank T. Albright has sold his grocery stock to Michael Brady.

Metamora—John N. Gardiner has sold his drug and paint stock to H. W. Mack.

Nashville—Smith & Brooks have sold the Old Reliable meat market to Roe & Son.

Lansing—A. D. Baker succeeds O'Connor & Baker in the clothing business.

Menominee—John W. Campbell, merchant tailor, has removed to Columbus, Ohio.

Alpena—B. E. Ellsworth has engaged in the confectionery business at this place.

Three Rivers—S. G. Chard has purchased the hardware stock of Henry Zierle.

Ovid—W. G. Wolverton has removed his grocery stock from Laingsburg to this place.

Bronson—F. E. Powers and C. G. Powers will shortly open a clothing store at this place.

Laingsburg—Bailey & Lockwood succeed the C. R. Bailey Co. in the produce business.

East Tawas—Thos. J. Warren has purchased the grocery stock of Ferguson, Neil & Co.

Caro—F. A. Gardner has removed to Pontiac, where he will engage in the grocery business.

New Buffalo—Geo. H. Mannel has discontinued the grocery business and retired from trade.

West Greenbush—Jos. Kahn has purchased the general merchandise stock of Henry M. Yockey.

Saginaw—H. (Mrs. A.) McGugan is succeeded by Mrs. A. B. Grossman in the millinery business.

Pontiac—The Pontiac Upholstering & Carpet Co. is the style of the new firm which succeeds M. E. Lewis & Co.

Pontiac—Hutton, Church & Linabury, dry goods dealers, announce their intention of dissolving partnership on Oct. 1.

Leland—W. F. Gill has sold his dock, store and other buildings, with 200 acres of land, to Leon B. Whitney, of Grand Rapids.

Kellogg—F. C. McClelland has purchased the general merchandise stock of G. B. Robinson, who has removed to Allegan.

St. Ignace—The grocery firm of R. Rutherford & Co. has been dissolved by foreclosure of a mortgage held by J. A. Jamieson.

Plainwell—The firm of Kenyon & Bills, dealers in pumps and windmills, has dissolved partnership, Mr. Bills succeeding.

Cedar—Eaton & Foley, who conducted a drug and grocery store at this place, have sold their stock to Carpenter & Shuter.

Charlotte—Mrs. J. F. Bellinger, of Traverse City, has purchased the millinery stock of Mrs. Belle Acker, on South Main street.

Hillsdale—The Hillsdale Grocery Co. has begun the erection of a warehouse, 40x60 feet in dimensions, on the south side of the Lake Shore track.

Battle Creek—F. H. Millard, formerly head clerk in the grocery store of W. M. Gleason, has formed a copartnership with J. C. Bryce under the style of F. H. Millard & Co. and will engage in the grocery business as soon as the two-story brick block now being erected by Mr. Bryce is completed.

Mulliken—Reed & Webster, hardware dealers at this place, have dissolved partnership. The business will be continued under the style of R. M. Reed & Son.

Jackson—Samuel Siegrist has purchased the interest of his partner in the grocery firm of Meder & Siegrist and will continue the business in his own name.

Manistique—Lazarus Rosenthal continues the dry goods and clothing business, formerly conducted under the style of Lazarus Rosenthal & Co., in his own name.

Detroit—Judgment for \$80 has been rendered against the Tucker Produce Co. This is one of the fraudulent commission houses of Detroit which has been repeatedly exposed in the Tradesman.

Trufant—C. E. VanEvery has sold his drug stock to Dr. J. Black, who owned the stock up to the time he disposed of it two years ago to Mr. VanEvery. The latter is looking for a new location.

Vicksburg—Edward Keeler has discontinued business at this place and removed his drug stock to Glendive, Mont., where he has accepted the position of superintendent of the schools of that place.

Detroit—The Bertram Pharmacy Co. has been incorporated with a capital of \$5,000, fully paid in. The stockholders are: Frederick W. Bertram, 200 shares; Alice Bertram, 200 shares; Frederick H. Bolton, 1 share.

Vermontville—Eugene A. Phillips has sold his dry goods, men's furnishing goods, grocery and crockery stock to C. J. Warner, of this place, and W. C. Sackett, of Middleville, who will continue the business under the style of Warner & Sackett.

Bellaire—Every store in Bellaire was closed Aug. 21 to enable merchants and clerks to attend the business men's picnic on the Thayer farm, on the south shore of Clam Lake. Two hundred and fifty people assisted in celebrating the event and organized an association to make the affair an annual event hereafter.

Rochester—Webber, Hale & Co. have sold their banking business to the Rochester Savings Bank, which has been organized with a capital stock of \$25,000 and a paid-in surplus of \$5,000 and which will commence business Sept. 15, with E. R. Mathews as President and Marvel I. Brabb Vice-President. The principal organizers are Messrs. Brabb and Mathews, of the Romeo Savings Bank, and Frank C. Andrews, Vice-President of the City Savings Bank, Detroit, who is also interested in the Romeo Savings Bank. The directors will be a number of prominent Rochester business men.

Manufacturing Matters.

Delton—F. C. Dickinson has engaged in the evaporating business here.

Hersey—Frank McIntyre has purchased the saw and grist mill plant of John S. Edwards.

Plainwell—W. J. Pierson, of Rogers, Ark., will begin operations at the fruit evaporator here Sept. 1.

Howell—Chas. E. Burns, flouring mill operator and dealer in beans and grain, has removed to Detroit.

Centerville—The Michigan Central Knitting Mills, which have been in the hands of a receiver for the past six months, were recently sold to F. S. Cummings for \$8,900. The sale will probably be confirmed by Judge Yapple.

Flint—Thirty-four local business men have each subscribed for \$500 stock in the Cass Forging Co., which ensures the removal of the plant from Mansfield, Ohio, to this city.

Charlotte—The Jerrie Mikesell & Co. canning factory has begun operations for the season and will continue until December 1. The capacity of the factory is a carload of peaches a day, which are shipped from Western Michigan points.

Marshall—Hardy & Walsh, owners of the Rice Creek flouring mill, have purchased the Girard flouring mill plant from Albion College and are equipping same with new machinery. The mill is located on Hog Creek and has been idle for the past five years.

Detroit—Articles of incorporation of the Union Brass & Iron Works have been filed with the county clerk. The stockholders are: Lewis A. Weinstein, 660 shares; Benjamin W. Marvin and Thomas J. Sweeney, 170 shares each. The capital stock is \$10,000, of which \$5,000 is paid in.

Marine City—At a meeting of the stockholders of the Marine City Sugar Co., the capital stock was increased to \$350,000, an increase of \$50,000. This was in the interest of Cleveland parties, who will take up the new issue. The plant is rapidly nearing completion, and Mr. Colwell, the contractor, says he is nearly three weeks ahead of time figured on.

Detroit—The Latimer & Leggett Co. has been incorporated to manufacture and deal in all kinds of art goods, pictures, etc. The capital is \$250,000, of which \$50,000 is preferred and \$200,000 common stock, and \$200,000 is paid in property to that amount. The stockholders are: John W. Leggett, 6,000 shares; William G. Latimer, 8,000 shares; George H. Paine, 6,000 shares; W. Q. Hunt, Alanson S. Brooks, Richard C. Richards and James Whittemore, one share each.

Menominee—A. W. Lawrence has the distinction of being the first man to own and operate a sawmill the motive power of which is a gasoline engine. It has recently been started in this county, and when run to its full capacity the cost of the fuel will be \$5.60 per day. As an offset to this expense both engineer and fireman are dispensed with. The slabs ordinarily used for fuel are also saved, as they will bring more than the cost of the gasoline. The engine was built at Marinette and its working is being watched with a good deal of interest.

Detroit—Oren Scotten will begin manufacturing tobacco at Daniel Scotten & Co.'s old stand Oct. 1, and Mr. Scotten's friends are preparing to give him a send-off. A brass band will be engaged to play in front of the factory, and there will be speeches and refreshments. When the trust secured control of Scotten & Co.'s business, two or three years ago, Mr. Dillon, one of the most expert tobacco men in the United States, was transferred to a plant in Jersey City. Mr. Dillon has now entered Oren Scotten's employ, and will give special attention to the favorite Scotten brand of chewing tobacco formerly known as "Hiawatha." The trade name is now owned by the trust, but Mr. Scotten will turn out precisely the same article as in the palmy days of Scotten & Co., and call it "Uncle Daniel."

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

The Boys Behind the Counter.

Owosso—George P. Sackrider has resigned his position as pharmacist in J. S. Haggart's drug store and gone to Pontiac, where he will supply the place of Arthur Tillson, formerly clerk for Mr. Haggart in this city and now dispensing clerk at the Asylum, during the absence of the latter on his vacation. Early in September he will enter the Detroit College of Medicine and Surgery to take a three years' course.

Reed City—Meno Dadles has severed his connection with George Marzolf's dry goods store to accept a similar position with J. C. Jensen, of Big Rapids, who has a branch store in Greenville, of which Mr. Dadles will have charge. He is succeeded by Charles Elmore, who has had several years' experience as a clerk, having been engaged three years in Frank Bark's general store at Sears, and over a year with W. M. Davis, at Evart.

Charlotte—Elmer Retan has resigned his position in the drug store of Emery Bros. to accept a similar position in a drug store at Caro. He is succeeded by Clyde Ayers.

Marshall—Wilkes Jewell has left the employ of the U. S. clothing house to take a position with the Western Shirt Co., of Grand Rapids, for which he will travel.

Hopkins Station—Leslie Beck has taken the management of the Cerena Lovall furniture store.

Constantine—John Eggleston has secured a position as clerk in Tripp's clothing store, at Sturgis, and will commence work September 1.

Hides, Pelts, Tallow and Wool.

There has been a new turn to the wheel on hides. The market has been cleaned out on most grades, which has left a demand exceeding the supply. Prices are advancing, with no stock to appear. Eastern tanners closed out the calf and light hides generally.

Tallow shows more trading and stocks are moving without change in price.

Pelts are light in demand and are sold at the old price. It is only by a concession that sales are effected.

Wool remains slow and sluggish with light sales only for immediate wants. Cloths have not sold, as was hoped, which results in a waiting game on the part of manufacturers. Wools are strongly held at seaboard markets and throughout the State at a cost price above the present market. Many are banking on the coming election to fix values and manufacturers are watching stocks. This dormant policy is likely to end in the near future by concession of holders (the price is now below the importing point) or by manufacturers taking at present prices.

Wm. T. Hess.

H. A. Formby, book-keeper for Rindge, Kalmbach, Logie & Co., is recovering from the effects of a broken ankle sustained at Ottawa Beach about two weeks ago. This is the first time Mr. Formby has been absent from his desk for any length of time for nearly a quarter of a century.

Lee M. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., is making a tour of the Northern resorts, including Ne-ah-tawanta, Omena and the Soo.

Heathen China may not have a sacred and forbidden city long. A few American contractors in there would change things.

Grand Rapids Gossip

Lewis Bros. continue the clothing business of Isaac Lewis at 45 Pearl street.

D. W. Reynolds & Co., druggists at Grawn, have added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

A. L. Sickles has sold his interest in the produce firm of Stroup & Sickles to his partners, who will continue the business under the style of Stroup & Carmer.

Blake & Son have purchased the bakery outfit of W. S. Orsinger, 601 Cherry street, and removed it to 257 Jefferson avenue, where they will continue the business under the style of Blake's Steam Bakery Annex.

The Grand Rapids Retail Grocery Clerks' Association has been re-organized and will hold an important meeting on Thursday evening, Sept. 6, in the hall used by the Grand Rapids Retail Grocers' Association in the Tower block.

The Washburn-Crosby Co., whose brands were controlled at this market exclusively by the Lemon & Wheeler Company up to a few months ago, since which time the trade here has been handled by a factory agent, who carried a stock and sold to all the jobbers on an even basis, has placed the local control of its brands in the hands of the Musselman Grocer Co.

The Egg Baking Powder Co. has adopted a novel method of introducing its goods to the attention of the consumers of the city in the shape of eight musicians of African extraction—four mandolinists and four vocalists—who give concerts several times daily in connection with a practical demonstration of the powder by Prof. Doyle. In the meantime the city trade is being visited by Mrs. E. L. Allen, in company with Frank D. Warren, who has been engaged to bring the brand to the attention of those dealers who have not yet put it in stock. This campaign is under the direct personal supervision of W. A. Irons, who is in charge of the advertising department of the corporation.

The Produce Market.

Apples—Fancy stock commands \$1.50 @1.75 per bbl. Cooking varieties fetch 1.25@1.50.

Bananas—The banana market is slightly weaker and most grades are down 10c per bunch, compared with last week. The condition of present arrivals shows no improvement upon what has come forward previously, which has much to do with preventing an increase in prices, even if the competition of other deciduous fruits would admit it. The season for bananas, which lasts from February to August, is about over and the quality is gradually declining.

Beans—The heavy wind storm last week injured the growing crop very seriously in some sections by breaking down the stalks and causing the pods to touch the ground. How serious the damage will prove to be can be determined only after the crop has been harvested.

Beets—40c per bu.

Butter—Creamery grades have advanced to 20c for choice and 21c for fancy. The butter market is in a healthier condition than ever. The export demand is largely the key to the situation of this country at present. The make is now at its lowest. Feed never was better. During the hot spell in August cows were bothered so with flies they were unable to eat until near midnight. Under this condition the flow was not large nor the quality of the milk good. With cooler weather and

feed excellent the make will be largely increased. Last year butter men all made money. Butter all over the country has been put away at from one to two cents higher this year than last. Some goods have been put away in country coolers, but these are of the lower grades. Dairy grades have advanced to 17c for fancy, 16c for choice and 14c for packing stock.

Cabbage—\$1 per bbl. of about 3 doz. California Fruits—Bartlett pears, \$2.25 per box; plums, \$1@1.25 per case. Carrots—\$1.25 per bbl. Cauliflower—\$1 per doz. heads. Celery—15c per bunch. Crab Apples—45@50c per bu. for early varieties.

Cucumbers—60c per bu. for large. Pickling stock commands 15@20c per 100.

Eggs—Local dealers meet with no difficulty in obtaining 12@13c for fancy candled stock, which enables them to net their shippers about 11c. One of the largest egg handlers in the United States figures that outside of New York and Boston the amount held throughout the country in coolers is 25 per cent. less than last year. As the amount last year was 3,200,000, this would make a shortage of 800,000 cases. In New York last week one man's packing of April and May cooler eggs were sold for 16c. The same party this week wants for the same goods 16½@17c. The outcome will be governed considerably by weather conditions later. Warm weather in the late fall would mean a large production of eggs. Receipts of fresh eggs would take the preference of cooler stock.

Egg Plant—\$1 per doz.

Grapes—15c per 4 lb. basket for Wordenes. All varieties of grapes grown locally promise a large yield, with quality fine.

Green Corn—7c per doz.

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 15c. Amber is also higher, commanding 12c. The demand is heavy.

Lemons—The lemon market is firm and 25c per box higher. The cause of the advance is the relatively small receipts and the enlarged demand caused by the excessively warm weather. There is a continued scarcity of 300 lemons. The 360s are more abundant, but the supply of best grades of this size is not large, and the extra demand upon what are really small quantities is causing them to be held more firmly at quotations.

Mint—30c per doz. bunches.

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

Peaches—Early Crawford command \$1.25@1.50, as to size and quality. Barnards and Champions (white) range from \$1@1.25 per bu., as to quality. Receipts are heavy, but the rains last week softened up the fruit to that extent that it will not bear shipment to any distance.

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

Peppers—Green, 80c per bu.

Plums—Lombards fetch 75c@\$1 per bu. Blue varieties command 90c@\$1. Potatoes—30@35c per bu.

Poultry—The market is firm and good prices can be obtained for fancy stock of any variety. Dealers pay as follows for live: Broilers weighing ¼ to 2 lbs. command 9@10c per lb. Squabs are slow sale at \$1.20 per doz. Pigeons, 50c. Fowls, 7@8c. White 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 11c 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.

Turnips—40c per bu.

Watermelons—15@20c, according to size and quality.

Wax Beans—Fancy stock fetches 75c per bu.

The Grocery Market.

Sugars—The raw sugar market is firm, but shows no change in price as yet, 96 deg. test centrifugals being still quoted at 4½c. Raw sugars are practically cleaned up, but if any offerings were put on the market, full prices could be realized. Refined is becoming active and very strong. The demand is now very heavy and there is thought to be no possibility of a decline, while an advance may take place in the near future.

Canned Goods—Business in canned goods is of fair proportions, although few sales of large lots of goods are reported. The general tendency of prices is decidedly upward. A little more interest is taken in future tomatoes, the recent reports of shortage and damage to the crop by storms probably causing some of the trade to look around after goods. The present weather will doubtless be of considerable benefit to the tomato crop. The crop will be late, but the vines may now thrive again and about the first half of September the receipts of the raw material will be larger. If the receipts of tomatoes were larger at this time the entire condition of the canned goods market would be changed, but it will be the latter part of September before one can form any knowledge as to what the future market will be. The demand for spot tomatoes is fair at previous prices. Peas continue very strong and with a good demand. Corn remains practically unchanged, with fair demand. Some packers have advanced their prices on lima beans 5@10c per dozen. Baltimore peaches are attracting considerable attention and prices have made an advance of 5c per dozen during the past week. This advance is due chiefly to the recent heavy damage to the peach crop from the severe storms of a few days ago and the fact that the better qualities of peaches seem to be rather scarce. There is, however, a goodly amount of the cheaper grades and they are meeting with a ready sale. The demand for sardines is considerably improved and the new pack are selling as rapidly as they come forward. Sales of red Alaska salmon by the Association are reported very large and it is very likely that they will be largely sold up in a very short time, when higher prices may be expected. It is believed that the present low price for the new pack will not rule very long, as the market warrants a much higher figure. The spot Alaska market is somewhat easier, as a result of the low prices named on the new pack, and the leading holders of old stocks are now offering at a slight concession.

Dried Fruits—The dried fruit market shows nothing of particular interest, but the demand is fairly good on most all lines. California raisins are showing much greater strength, as the result of the steadily advancing market on currants, and the demand is very good. Stocks, however, are pretty well cleaned up. The reported cleaning up of all the stocks of California raisins on the coast by a pool causes much interest among the trade and makes the raisin situation one of increased strength. The trade is anxiously awaiting prices on new California prunes, which are expected to be named any day now. Spot goods are selling well, but 40-50s and 50-60s are very scarce and have been advanced ¼c by some holders on the coast. Reports all agree that the prune crop will run to small sizes and indications point to a light export trade, as Europe demands large sizes only and France and Serbia will be able to supply all the small fruit

needed. Currants are still going up, having advanced ½c per pound during the week. The apricot situation continues very firm, with stocks cleaning up. It is estimated that about 450 cars of apricots of the best grade have been sold for export and that the crop will fall short of the most conservative estimates made a month ago. Most all dealers prefer to hold their goods rather than to sell them at present. Peaches are firmly held also and some business is reported in new California goods. The output of dried peaches, too, will be considerably less than first estimates. Considerable interest is taken in new California figs, owing to the uncertainty regarding the Smyrna goods. Some reports are coming in regarding damage to the apple crop, but they are comparatively few and we think that on the whole the crop will be a good one all over the country. Some sales of early fall packed evaporated apples have been made, but this fall stock does not usually keep very well and does not give satisfaction and only small lots are sold.

Rice—The statistical position of rice continues strong and holders remain firm. Offerings continue limited and buyers do not seem at all anxious to buy at present.

Tea—The tea market is very quiet and there is a slight decline on some of the cheaper grades.

Molasses—There is an improved enquiry for New Orleans molasses and a slight increase in sales. Offerings are limited and the statistical position is strong. No estimates have been received regarding the probable outturn of new crop molasses, it being impossible to make reliable calculations, owing to heavy rains and the green appearance of the cane, but no arrivals are expected of new crop until the beginning of November.

Nuts—Buying of nuts is quite active, the trade laying in goods for fall and winter wants. There is a very good trade in Chili walnuts, Sicily filberts, Brazils, pecans and one or two other varieties. Sicily filberts are stronger and show a slight advance in price. There is a good demand also for new crop Grenoble walnuts. The recent rains in Virginia, while they undoubtedly did the peanut crop some good, are said to have come too late to save the crop. Letters from the growing district estimate that Virginias will be about half a crop.

Chewing Tobacco—Local jobbers complain that the Hiawatha and Sweet Cuba brands, which have been leaders in this State for many years, are no longer uniform with the goods produced so many years by the Daniel Scotten plant at Detroit. These brands are now made in the East and, besides the fact that the output is claimed to be inferior to the high standard maintained by the Scotten plant, it requires several days for shipments to reach their destination, so that local jobbers are occasionally out of goods for days at a time.

Wm. Lord Sexton, President of the Egg Baking Powder Co., of New York, was in town Tuesday for the first time. He was favorably impressed with the city and its environs and promised to make another visit sometime when he can stay longer.

Lester J. Rindge is expected back from his trip through Georgian Bay the latter part of the week, when Mr. Logie will hie himself to Boston to make his selections for the spring trade.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Offerings are more liberal and demand is light for all kinds. Marrows, \$2@2.15; medium, \$1.85@2; fancy pea, \$2; good to choice, \$1.85@1.95; red kidney, \$1.50@1.90; white kidney, \$2@2.15 per bushel.

Butter—Another advance and trade continued as good as the past two weeks. Receipts are slightly heavier, but everything offered cleans up quickly. Lower grades are working this way, but there is not as yet sufficient to meet the demand for anything under 20c. Saturday the majority of holders were asking 22c on extra creamery, and 21½c bid; firsts sold at 21c; State and Pennsylvania extra, 21½c; choice, 20½@21c; fair to good, 19@10½c; State dairy extra, 20@20½c; Western dairy, 20c; dairy, good to choice, 18½@19c; crock butter, fancy, 20c; fair to good, 18@18½c; imitations, 18@19c; poor butter, all kinds, 14@16c.

Cheese—Sellers are having difficulty in getting 11 cents for the finest small full cream New York State, as some really choice lots are selling at 10½c and good at 10c, which seem to answer all purposes. Western good to choice, 10@10½c; common to fair cheese scarce and wanted at 8@9c.

Eggs—Although 15c is steadily maintained on fancy fresh State and Western, there are very few offerings of that class, while the receipts of regular fresh are more liberal than for some time past, and not giving good satisfaction. The complaint is principally from heat affected stock, which although closely candled quickly deteriorates in the hands of grocers. Good to choice are selling around 13½@14c in a jobbing way. Seconds, 8@9c.

Dressed Poultry—Quite a fair supply of fowl and chickens were received here near the close of the week and a few lots which came in late were sold below quotations. Fowls were principally wanted; medium choice to fancy preferred. Chickens cleaned up at 12½@13c when fancy; fair to good, 10@12c. Fowl, choice to fancy medium, 11@12c; fair to good, 10@10½c; old roosters, 7@9c. No turkeys or ducks offered and no call.

Live Poultry—Prices started in easier early last week owing to a rather light trade, but later offerings were picked up on arrival and nothing desirable was held over. Fancy fowl went at 10c, although a few sales of well-bred sold at ½c more; fair to good, 9@9½c. Chickens, large fancy, 12c; choice, 11@11½c; small and medium, 10@11c per lb. Ducks, fancy large young, 75@85c; small and medium, 40@60c per pair. No geese; would bring 60@70c each for old. Pigeons, 15@20c per pair.

Apples—Market is considerably stronger on hand picked fancy table fruit, such as Maiden Blush, Grovenstein, Duchess and Twenty oz., and \$1.90@2 is easily obtained when strictly straight assorted fruit. Choice are in

good supply and selling at \$1.50@1.75; common to fair, 50c@1.25 per bbl.

Peaches—This market expected fancy peaches from Delaware, but got only culls and common stuff as a rule, and with a heavy supply of State, Ohio and Michigan early stock prices were demoralized. Buffalo is one of the best peach markets in the country for choice to fancy fruit, but "dump stuff" sells lower here than anywhere. Home grown fancy, ½ bushel basket sold at 25@30c; good to choice, 10@20c; 1-6 bu., 8@10c. Delaware ½ bu. fancy, \$1; good to choice, 75@85c; common, 40@60c; freestone ½ bushel, 40@50c; Michigan bushel baskets, 75c@1.

Pears—Active demand for Bartlett's at \$3.50@3.75 for fancy and \$2.50@3 for fair to choice. Clapps in fair supply and easier. Fancy, \$2; good to choice, \$1.50@1.75 per bbl. Tysons, \$1.50@1.75; other varieties choice, \$1.50@1.75.

Plums—Offerings are of fairly good quality and demand is active for the best. Common, poor stuff is not paying handling charges. Green, 8 lb. baskets sold at 10@12c; yellow, 10@12c; blue egg, 15@18c; Damsons, peck basket, 12@14c; Michigan, all kinds, per bushel, 75@90c.

Grapes—Demand light for present quality. Hudson River Niagara sold at \$1@1.25; Moore's Early, 80c@1; small pony baskets of Champion quoted at 6@8c.

Huckleberries—Market opened higher on light receipts, but dropped off at the closing to 8@9c per quart.

Blackberries—Wild sold at 8@10c per quart.

Melons—Market firm for fancy good flavored melons of all varieties. Large sweet watermelons sold at \$20@22; medium, \$14@15; small, \$8@10 per 100. Muskmelons, per peck basket, 25@35c; bushels, 75c@1; Jersey crates, \$1@1.25; Rocky Ford, Colorado, \$2@2.50.

Potatoes—Market continued strong until the closing of the week and receipts were liberal, but quality was not as fancy. Still buyers found no fault and an active business was done at \$1.50 per bbl. for the best white; really fancy would have brought 5@10c more; No. 1 white, \$1.40@1.45; No. 1 red, \$1.30@1.40; No. 2, all kinds, \$1@1.15.

Sweet Potatoes—Market held up owing to light receipts, but a sharp break is certain this week. Jersey sold at \$4.25@4.50; Maryland, \$2.50@2.75 per bbl.

Onions—Only a fair demand and stocks are light of fancy sound lots, bulk of the supply being early Southern, which sellers are trying to work off. Yellow fancy are quotable at \$1.60@1.70; No. 1, \$1.45@1.50; red, \$1.50@1.60; white, \$1.65@1.70 per bbl.

Celery—Trade has not picked up sufficiently as yet to take all the offerings and prices are ruling low under present liberal receipts. Fancy large stalks, 30@35c; choice, 20@25c; fair to good, 10@15c per doz.

Cabbage—Dull and weak. Large, \$2@2.25; medium, \$1.25@1.75 per 100.

Garlic—Offered at 5@6c per lb.

Tomatoes—Receipts enormous and selling low at 30@50c per bushel.

Squash—Fancy yellow sold at \$15@20 per ton.

Shell Beans—Lima, 12@14c; others, 8@12c per quart.

Honey—New will sell at 15@16c if No. 1 white. Old honey neglected at 10c for white and dark unsaleable at 4@6c per lb.

Pop Corn—Dull. Choice shelled, 4@4½c; ear, 2½@3c asked.

Straw—No offerings of either new or old; active enquiry. Present quotations, however, are not expected to hold out longer. Wheat and oat, \$8.75@9.25; rye, \$9@10 per ton track Buffalo.

Hay—Light offerings and the market is firm. Timothy loose baled prime, \$16.50@17; tight baled, \$16@16.50; No. 1, \$15@15.50; No. 2, \$14 per ton.

Close Figuring in an Egg Deal.

From the Baltimore Sun.

She was the wife of an official of a St. Paul street corporation. Her one pet hobby was economy. Although her husband made an excellent salary, she was rigid in her rules pertaining to the buying of the necessities for the household. She would haunt bargain counters and market stalls for hours in order to get the benefit of a reduction of a few cents on the article desired.

The corporation official, with much laughter, used to tease his better half about what he called her "stinginess." So one day, feeling hurt at his ridicule, she resolved to take him to market with her and demonstrate beyond a doubt that she was a most economical buyer. He consented, stipulating that he was not to be asked to carry the basket.

Arriving at the market, she made several purchases, and then at one stall enquired the price of eggs.

"What!" she exclaimed: "16 cents a dozen? No, indeed, that is too high." She dragged her reluctant husband after her from one stand to another, still enquiring the price of eggs and always receiving the same answer, until near the upper end of the market. Here she found a dealer who offered to sell her eggs in any quantity for 15 cents. To her husband she said joyously:

"There, I told you so. Why, those others are robbers."

Turning to the salesman, she ordered half a dozen eggs, gravely handed him the eight cents asked in payment and went home, prattling away about the worth of economy in marketing and the alleged willingness of dealers to gouge the unsuspecting customer. And to this day she does not know that her husband and his friends laughed over it at the club.

How English Breakfast Tea Received Its Name.

In an interview with E. T. Phelan, concerning China troubles and the tea market, he is credited by a New York newspaper with the following explanation of English breakfast tea:

The Congou tea is what we know as the English breakfast tea. That is a name that is peculiar to this country. They would not know in England what you meant by it; still less would they know in China. The origin of the term

was accidental and peculiar. Some twenty-five years ago a chap who had a little restaurant in Chatham street—now called Park Row—here in New York, had the happy idea of putting a sign in his window notifying the public that within was to be had the "Delicious English Breakfast Tea." The sign attracted attention. Women saw it and they sent their husbands to the grocers in quest of "the delicious English Breakfast Tea." There was no such thing in the market, of course, but there was a demand for it, and the demand was met. It became the custom to call the Congou tea "English Breakfast Tea," until now the name is generally adopted in the trade. The peculiarity of the tea is that it is a little more fermented than others, giving it a sort of malty flavor, which women sometimes describe as "an herb taste."

An old bachelor says the rolling pin is a cooking club.

Fresh Eggs Wanted

Will pay cash
track your station.

Dittman & Schwingbeck.

204 W. Randolph Street,
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Simple Account File

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File and 1,000 printed blank bill heads.....	\$2 75
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Tradesman Company,
Grand Rapids.

ESTABLISHED THIRTY YEARS

Sweet Potatoes

"Ole Virginny" and Genuine Rock Jerseys from now on.

Fine Tip-Top and Osage Nutmeg Melons

\$1.50 to \$1.75 per barrel this week.

We want New Comb Honey; state quantity, quality and price.

A. A. GEROE & SON, TOLEDO, OHIO

THREE TELEPHONES AND POSTAL WIRE IN OFFICE

WHOLESALE FRUITS AND PRODUCE

MORNING MARKET.

How the Damp Weather Has Demoralized Prices.

That the fruit grower has his ups and downs the record of the past week has amply verified. Peaches have been the leading, if not the only, thought of his days and nights. Hot weather, muggy weather, damp weather has been the bane of his existence and condemned as the one reason for the unfavorable condition of the market. The best Saturday of the season, so far as quantity is concerned, was the worst to contend with in other respects. Early Michigans, which had been weakened by the weather and struck 20@25c a bushel, tumbled to 10@20c and there was little call for them at that. Crane's Early oscillated from 75c to \$1.15 in loads. Sunday's rain dampened Monday's market somewhat, but Tuesday found it fully up to date. One estimate of Tuesday's peaches was 5,000 bushels. The fruit was firm and good, with the prices better, ranging from 40c upward.

Plums have been in sympathy with the peaches. The fruit grows closely together and the rain, getting between the plums, stays and rots them. The amount brought in by no means equals the receipts of peaches—a fact accounting for the firmer prices, which remain generally at 50@75c.

Pears have suffered with the rest. The storm was too much for them. For a day or two they came to market hard and green, an occasional bruise showing what had happened to them. Nothing but the price was in their favor and that offered little inducement to buyers. An expression of sympathy received no encouraging reception. "It's one of those things that is bound to happen and that's all there is to it. I turned mine over to the hogs." Prices ranged from 50c upward.

Grapes are appearing oftener and in larger quantities, but they are not abundant.

Apples started in earlier and are growing better in quality.

Potatoes are still jogging along at 25c. Muskmelons are breaking their record in quantity and the quality is not complained of.

Watermelons begin to come in by the load and command 15@20c apiece.

Green stuff and garden truck, generally at fair prices, did their share to make a lively market and the wagon-covered space of the big marketplace made a lively scene in the early morning.

It is worth one's while, occasionally, to wind in and out of the market walks for the sake of observing what is going on. Human nature, untrammelled, here shows itself and its bargain side is funny as often as it is serious. A former resident of Holland, not quite up to the spirit of his adopted country and wholly inadequate to the niceties of modern America speech, when requested, for some statement he had made, to "come off," repeated the obnoxious phrase in great disgust and resented, in forceful and energetic Dutch, what he considered a base insinuation.

Whoever has followed the market for a number of years must be pleasantly impressed with the marked improvement of the financial condition of the growers during the last five years. It was no uncommon sight then to see a rickety wagon hitched to a demoralized horse, or the lame apology for one, the discouraged owner thereof in appearance and spirit being in happy harmony with his team. None are seen now.

There are degrees of prosperity all over the Island; but thrift holds place there and the occasional sign of not well to do indicates a condition of choice rather than necessity.

Present Status of the Egg Market.

The egg situation now presents a more hopeful appearance than any time during the past four months. The ruling prices paid for stock last spring looked high in view of the disastrous season of 1899 and the prospects good for a heavy production of eggs this year. Early in the season it was thought by many that 9 cents, delivered in Chicago, and 10 cents at seaboard points should not be exceeded if a reasonable degree of safety could be anticipated in storage eggs this season, but instead of seeing a realization of those ideas when the season opened, optimistic buyers were not wanting who were willing to take stock at prices considerable in advance of the figures named by the conservative element. Buyers appeared who were willing to take stock at 12 cents in Chicago, and 13 cents seaboard. Conservative buyers declined to operate, shook their heads and turned aside, believing that lower prices would obtain when the movement in eggs should reach its maximum volume. But heavy receipts failed to force prices down, and those who wanted eggs for storage were compelled to follow the lead of the optimists or remain out of the current of events. It seems impossible to get reliable statistics on the amount of stock held in store, for the reason that some storage houses refuse to give out the desired information to the public. But from such information as can be gathered in diverse ways, we are led to believe that the pack for April and May was about as heavy as for the corresponding two months in 1899, but it is now generally believed that the stock on hand August 1st is probably 15 per cent. less than the corresponding date last year. This shortage is due to a general tendency to stop storing eggs when they become unfit to store from the effects of warm weather and soft feed, and this is one of the redeeming features of the present outlook. If we compare the receipts of eggs at New York for the first seven months of this year with those of 1899 we find an increase of 230,000 cases. The exports since March 1st show a decrease of 35 per cent. compared with last year. If the situation in New York is taken as a basis upon which to calculate the condition of the egg industry in the whole country, we find by comparing receipts, exports, and estimated quantities in store for the two seasons, up to August 1st, the increase in production over last year would be 13 per cent., and the increase in consumption 18 per cent. It will be seen that the increase in consumption is greatly in excess of the increase in population, which is about 2 per cent. per annum, but this can be either wholly or in part accounted for by the fact that the low prices for the first two months of this year (which storage people recall with a sigh) induced abnormal consumption for the season of year. The continued hot weather over the entire West for the first half of the present month has destroyed a considerable portion of current production and made it practically impossible for fastidious customers to find in current receipts quality to meet their requirements, hence a few eggs have been taken from storage to fill these orders, as it is generally conceded that a well kept April egg

is better than current receipts in August. Some of the conditions, such as fall production and the weather during November and December, are important factors in regulating values, but at present there are no ominous clouds on the horizon to give rise to pessimistic views.—Egg Reporter.

The Production of Caviar.

From the Scientific American.

Two distinct varieties of caviar are manufactured in Russia, the granulated and the pressed forms. The granulated form is obtained by passing under pressure through a fine meshed sieve. The small eggs pass intact, but the envelopes are retained in the sieve. To these pure salt is added in the proportion of one-twentieth or one-fortieth. It is intimately mixed with the eggs by means of a kind of wooden spoon. The caviar is then ready for consumption. It is packed in round metallic boxes of one and a half to five pounds, and enveloped in parchment for transportation. The pressed caviar keeps better than the granulated form.

To obtain it the fresh caviar is treated with a solution of salt at 25 degrees Baume until the eggs have acquired a certain degree of hardness. This operation requires considerable skill and experience. If allowed to stay in the solution too long the caviar will be too salty, and if not long enough the eggs can not be preserved. The caviar is then put into small sacks, which are pressed under a screwpress to drive out the excess of salt. It is packed in barrels containing up to 1,000 pounds, or left in the original sacks, which measure 8 by 20 inches. The average export of pressed caviar for the three years, 1896 to 1898, has been more than three thousand tons, representing a value of \$1,400,000.

Afraid to Insist on Fresh Eggs.

The very hot weather of late actuates the question of how to get the eggs fresh and really new-laid.

We see only one way to do it—by buyers insisting that the eggs they purchase are not over two days old, and that the shipper sends them to his commission man or to market as soon as he gets them, so that everybody may have only strictly new-laid eggs.

At this season of the year the percentage, in some cases, of loss is fully ten to thirty of loss off, heated, washed and poor held eggs. All this can be prevented by purchasing of the farmers only new-laid and none others. The buyers and storekeepers have it all in their own hands. As a rule, they are afraid to insist on perfectly fresh eggs.

John C. Mahr.

The Net Shirt Waist.

The net-waist girl is dividing the attention of critics of dress with the shirt-waist man.

In fact, she threatens to eclipse him altogether before the end of the summer. For, be it known, the critical public and the sensitive critic alike take the net-waist girl seriously, while they regard the shirt-waist man as more or less of a joke.

The net-waist girl is she who constructs the yoke or guimpe of her frock out of the flimsiest, most transparent fabrics obtainable.

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ON THIS CONTINENT.

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

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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 29, 1900.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses 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. 22, 1900,
and saw the edition mailed in the usual
manner. And further deponent saith
not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

THE REGULAR COURSE.

When Puerto Rico becomes the sub-
ject of conversation there is, in certain
circles, a strong tendency to find fault
with those people who have lately
moved into the neighborhood. In look-
ing over the back fence we do not find
things picked up and put away accord-
ing to our ideas. They look and act like
folks that wash on Saturday, and do it
under protest then. Their furniture is
old, and broken at that. They don't
like to make garden and they neglect
it after it is made. They are inclined
to be dissatisfied. They pretend to want
work when what they want is more
money for the little they do. They are
willing to have it believed that they are
in need, when the truth is there is little
foundation for the statement. The fact
is they are a shiftless lot of what, in
certain parts of this country, are put
down as "doggone." The fact of the
matter is there are too many of that
sort of people in the United States al-
ready and it is a mistake to take in
any more.

Without question every word of this
is true. It would not be a surprise if
the list of delinquencies should be
lengthened; but was a different condi-
tion of things to be expected? Years of
misrule, Spanish misrule at that, had
done its best to pauperize the island
and its people and had met with emi-
nent success. What wonder, then, that
wretchedness prevails; that the wood-
en plowshares are seen that were used
in Bible times; that the productive soil
is neglected, and that everything per-
taining to the island is in keeping with
the plow? Admit that it is all bad;
but at the same time concede it to be
not quite so bad as the stupidity that
could expect anything else.

These lately-admitted islands, like
other countries striving for better things,
must follow the regular course from de-
graded ignorance to intelligent citizen-

ship. The journey from the wooden
plowshare to the tempered steel one has
been a journey of centuries. How can
we expect the slave of Spanish thraldom
to accomplish it in less than the wonted
time? We look down from the heights
of 1900 upon the valleys of the Middle
Ages and are surprised to find them so
far below. Has the swift progress of
even the last hundred years made us so
unreasonable and unjust as to expect
these islanders to assume at once the at-
titude as well as the rights of Republi-
can citizenship and to maintain them as
if they had been always theirs? The
Mayflower had to get under way before
it could cross the ocean, and the rest of
the century was needed by the voyagers
of that fateful vessel to become accli-
mated and to adjust themselves to their
new conditions. Would it have been
kindness for the Old World, in 1622, to
have called the Pilgrims backward and
slow to adopt progressive ideas, to
praise the fertility of the American soil
and regret that the colonists were too
lazy to prevent want where there should
be no want?

What Puerto Rico needs more than
anything else, and what she will be sure
to have, is what National life must
have, to amount to anything—time to
grow. Creeping comes before walking
and the island is yet in swaddling
clothes. In matters of empire there is
no haste and it grows from one period
into another. Just now these people are
getting strong. The recent change of
nurse and of diet has only produced a
better environment and so given Nature
a better chance; but there will be no
haste.

This talk of developing the resources
of the country, then, while well enough,
is somewhat premature. It will come
in its own good time; and that will be
when the Puerto Rican has passed from
babyhood. He must get used to the
Republican atmosphere. He must
strengthen his limbs to walk and to
work in its sunshine and become inured
to its storms. He must learn the
language of Republicanism and to talk
intelligently of rights and privileges.
Then, and not until then, will his man-
hood begin and then, and not until
then, shall we have reason to expect
that the resources of the island, limit-
less as they are and valuable as they
are, will be developed. "First the
blade, then the ear and after that the full
corn in the ear." It is the law of Na-
ture; it is the law of nations; it will be
the law of Puerto Rico, and all the
grumbling in the world can not change
it nor prevent this and the other islands
from following the regular course.

Poor Chicago! Two or three years
ago a club was formed in that city by
men who believed that the population of
Chicago, after expansion, would amount
to 2,000,000; now the cruel census enu-
merators have come along with a state-
ment that the whole population of the
Windy City is 1,688,575. This is dis-
appointing to Greater Chicago, and
Cook County stands jealously guarding
against adding more Illinois counties to
the city.

The man who buys medicine to cure
diseases he never has is like the man
who attends auctions and picks up
things he has no use for.

"Time is money," and the loafer
who kills time soon gets out of money.

He who lives to run away may be
asked to fight again some other day.

A GLUT IN THE MARKET.

There is nothing that business dreads
more than overproduction. "Take any
shape but that," it says to the market,
"and I will bear it philosophically." There
the line is drawn and, beyond
it, the manufacturer never will volun-
tarily go. If it does not mean ruin, it
means a decrease of value and so a
stagnation in business. The need has
passed into a mere want and that,
abundantly supplied, makes the object
too common to be worth anything.

When World's Fairs were a rarity and
the prizes won at them were hard to
be secured, the award, due to unques-
tioned merit, was well worth the time,
the patience and the well trained
thought that earned it. The medal
meant a recognition of all of these de-
serving qualities. It stood as a worthy
sign for a worthy signification. When
it was the first prize, it meant the un-
questioned best. The second prize and
the third had each its exact meaning
and "honorable mention" meant that
and nothing more. The winner had
something to be proud of, because it
was something worth having, and so—
let us be candid—something that no-
body else could get. It meant superior-
ity and that in business, or out of it,
lifts the possessor above the masses and
gives to him the distinction, with its
remuneration, he has hardly earned and
which is justly his due. Change these
conditions; make the prizes common;
let them be had for the asking and they
soon become objects of ridicule and
contempt.

The United States, in spite of its al-
ways asserted democracy, disdains the
common. It recognizes sharply the de-
grees of comparison, but, leaving the
good and the better for the peoples con-
tented with them, is satisfied only with
the best; and nothing so thoroughly and
so surely awakens its contempt as the
endeavor to pass for the superlative
either of the other two. The attempt is
classed, in its choice vernacular, as a
"slop over," and the real American
never slops over.

It must be understood, in the first
place, that the awards of prizes at the
Paris Exposition are not based upon
open competition, among domestic tex-
tile exhibitors, with the world's manu-
facturers but that the awards to United
States exhibitors represent competition
between the particular group of manu-
facturers, sending exhibits from this
country. A Paris Exposition prize,
then, has a restricted application. In a
contest between the mills of Lowell and
those of Fall River, the winner is un-
doubtedly exultant, but the rest of the
world cares little about it. So these
prizes are good things to have; but they
are not so good as they would be if
manufacturers, the world over, were the
contestants. It makes pleasant reading
to see that this country is getting her
share of the prizes, but we, on this side
of the Atlantic, have faith in the say-
ing, that "one can have too much of a
good thing." One prize, well fought
for and fairly won, is worth having;
but, when prizes come by the shipload,
nobody wants them. There is a glut in
the market. The common has taken the
place of the rare. The desired has
ceased to be desirable and the world
turns to the next best candidate for its
favor.

The fact is, there is an increasing
wonder if this World's Fair business is
not rather overdone. One was enough
for England and since that, one expo-
sition has been stepping upon the heels

of another until the world is getting
tired of them. The United States tried
in 1876 and in 1893. Paris seems to be
in a chronic exposition condition, and
the idea has already been suggested
that, so far, she has not surpassed the
wonders of the "Dream City" and it is
doubtful if she ever will. She needs to
rest from her labors. She needs to read
and reflect and above all she should re-
member that the world outside of France
is very much astir and is attaining a
standard of excellence something above
that which the Capital on the Seine has
fixed as the maximum. This lessens
the value of her prizes and this, in con-
nection with the fact that the contest is
not a world contest, makes them too
common to be worth the striving for.

Chinese names are not difficult to
pronounce if a few simple rules are re-
membered. A always about as a in far;
e always approximately as e in they;
i very like i in machine or pin; and
u always as the u of rule. Every syllable
has an independent value, and should
be given that value in pronunciation.
As for consonants, they are pronounced
exactly as written. These three rules
will secure as correct a pronunciation of
Chinese names as can be secured with-
out oral instruction. For example, un-
der the first rule, one would say tah-koo
for Taku, not take-you, as one may fre-
quently hear the word pronounced;
'ee-hoong-chahng for Li Hung Chang,
not lie-hung-chang; peh-king for Pekin,
not peek-in; shahng-hah-ee for Shang-
hai, not shang-high; tsoong-le-yahmen
for tsung-li-yamenn, not tsung-lie-yay-
men, and so on. Under the second rule
Tien-Tsin is pronounced teeyen-tsinn,
accenting the yen syllable; not teen-
tsin. Yunnan-fu is yoonann-foo, not
yuan-fyu. In like manner all the words
are pronounced with syllabic distinct-
ness and with uniform vowel sound.
Under the third rule, the province
name Szechuan is sounded not zekuan,
but nearly as zeh-choo-ahn, touching
the choo very lightly; Liau-tong penin-
sula is li-hoo-tong.

Spain has determined to make her
own sugar. Extensive acreages have
been sown to beets and beet sugar fac-
tories are going up. A result of this
movement is a demand for fertilizers
and these have been obtained from
Great Britain. Coal, however, is getting
costly and this raises the cost of trans-
portation. Here is where the United
States comes in and it is barely pos-
sible that the British manufacturer of
fertilizers may find himself competing
with the American in this line of busi-
ness. We shall see.

Political economy is no longer "the
dismal science." It is making rapid
strides into popularity. At the Univer-
sity of Chicago the department of eco-
nomics has taken up the shirt waist idea
for men and is giving it both the prac-
tical and theoretical support of profes-
sional sanction. There is nothing too
vast or profound for the Chicago Univer-
sity to grasp. It has the faculty
for it.

Numerous people have recommended
different methods of living on fifteen
cents per day. The one in most com-
mon use is the free-lunch method and
the borrowing of the fifteen cents.

China was not invited to participate
in the peace conference at The Hague,
but the nations that are now jumping
on her with force of arms were there by
proxy.

A FIGHT FOR KINGSHIP.

Crowns worth the having must be often forced from royal heads defended by dete mined hands. The battle may be long and doubtful. The more vigorous the defense the greater the reward, but, once won, it is worth the winning and the world applauds and approves. For years American maize has been fighting for a kingship in the empire of food. Indigenous to America, it long remained the only cereal of the savage and, rescuing from starvation the Puritan father, and so the founder of the modern republic, has unquestioned claims for the sought-for crown. Early making itself master of the Western hemisphere, monarch like, it began making overtures to the Eastern. The overtures were rudely and contemptuously refused. It might grace the table of the wild Indian and the Indian might be king of the forest, but there is a difference among kings and, while the food of the chief might be all that Indian royalty required, the wearer of the European crown would have none of it and the golden grain of the Western world was fed to the European hog and horse and chicken. Men should feed upon better food.

Like other claimants of the scepter, the ignored cereal bided its time. With the modesty of real worth it nourished the immigrating peasantry of the Old World into an endless dynasty of kings. It added to its realm until the Pacific challenged its Western progress. The heat on the south and the cold on the north protested with a "Thus far and no farther," and then, settling down to the real purpose of empire, it plowed and harvested until rivers of corn poured over their banks into the bordering kingdoms. Slowly, but just as surely, the golden overflow is finding friends in the hitherto hostile territory. From the manger they have carried it to the kitchen and the inmates have tasted and pronounced it good. The odor of the cooking corn has been wafted into the dining room and curiosity has nodded its gracious approval at the pleasing test.

In the meantime the overflowing corn has found its way into every country of the earth; but nowhere at first was it welcomed. France dams its incoming current with wheat. Germany and Russia stop the inundating stream with sodden rye. India banks it back with millet and China with a wall of rice. Northern South America, Central America and Canada receive it kindly and rivulets have found their way into Africa and Australia. Received or repelled, it manages to find or force a way and then, like the Saxon that sent it, decides to stay there.

If figures are needed to emphasize what has been said they are at hand. Thirty years ago the corn crop in this country first exceeded a billion bushels and the total exports were less than 1 per cent. of the full harvest. Last year 2,078,143,933 bushels were raised and the export amounted to 209,348,273 bushels, or 10.07 per cent. of the full crop, 9.21 per cent. of the export being shipped to Europe. It may be insisted that it is not necessarily eaten by men. It is a fact that more men are eating it the world over and that this number is increasing. That is the point to be kept in view, for this increase, continued long enough, will win the battle and give the king his crown.

The American product has met with the most determined opposition in those countries having their own peculiar food

product. In Germany and Russia, for example, where rye is the principal ingredient of the well-known black bread of the country, tradition and prejudice must be overcome before the idea of eating maize will be entertained. Those nations are eating it, however, and even China is making a bold beginning. The fact is, the corn, purely on its own merits, is increasing the number of its consumers in every country and every clime. This will continue. Inch by inch, it may be, the ground will be won. Already victory is promised and some day the battle, stubbornly contested, will be over and the tassel of the maize will become the single ornament of the hard-won crown.

That Spain does not harbor any deep-seated resentment against the United States may be inferred from the financial condition of things between that country and this. In the fiscal year ending June 30, 1899, the exports from the United States to Spain were \$9,097,807, and those of the present year, \$13,646,711, while the imports from Spain in 1899 were \$3,982,363, against \$5,950,047 in the fiscal year just ended. All she needed was to understand that she must behave herself and, the lesson learned, she settled down into respectable citizenship. Next!

There are certain trade facts that can be read with complacency with the mercury among the 90s. Here is one of them: There was an increase of \$36,804,268 in foreign indebtedness to American producers and manufacturers, in July, while reports of foreign commerce at New York alone for two weeks of August indicate a much heavier trade balance in August, as exports were \$22,438,489, an increase of 60 per cent. over last year, while imports were \$18,742,816.

The recent hot weather enables one to read with composure of the petition of the citizens of Brooklyn, asking that the application of the Kings County Refrigerating Co. for a franchise to run its refrigerators through the streets of Brooklyn to supply cold storage and cold air be granted.

If it be true that 600 Americans, holding second-class return tickets to the United States, are stranded, are mostly out of funds and unable to get berths on steamers, it looks as if ticket and passenger were in this instance thoroughly in harmony.

Camden, Me., is making a strike for a share of the world's carrying business. She launched recently a new six-masted schooner, the largest wooden sailing vessel in the world, which can carry more cargo than many steamships.

For a good and sufficient reason a certain man in New York will try hereafter not to sleep with his mouth open. Neglecting to pay his board bill, he had his false teeth taken from his mouth by his landlady while he was asleep.

The London County Council, to whom the beautifying of the city has been entrusted, has recently bought 81,000 tulips for that purpose. There is a hint for village improvement societies.

You can always tell when a young lawyer has his first case in court. He talks about it in the cars and argues it and tells old lawyers what he is going to spring on the judge.

THE AMERICAN POLICY.

Trade papers as well as the daily press are having a good deal to say in regard to American policy in China. It is a matter of congratulation that this country received the first direct communication from the diplomats at Peking. It was the first to fix upon a policy. It was the first to insist and to demand and it is the first with a firm, fearless voice to say "Thou shalt" to this half-civilized nation, ready, in spite of its savage obstinacy, submissively to answer "I will."

From the fact of being the first in the field, and thus securing the first benefits therefrom, the idea is gaining ground that the trouble with China has developed a policy somewhat at variance with the ordinary and one wholly unexpected. There is nothing further from the truth. It does differ from that of the powers with whom it has for the first time in its history more intimate relations, and the seeming change may be due to the violent contrast; but from the first day of its existence until now the American policy has been true to the principles upon which it has been founded of living and letting live, with the tacit understanding that each nation, as well as each man in it, shall enjoy to the remotest limit the advantage and the pleasure of minding his own business.

Any other policy would long ago have brought this country into conflict with Europe, based, as the European countries are, upon pure selfishness; but, true to herself, she has been busied with her own affairs and for more than a hundred years has been developing herself and her resources in every promising way. This silence has been mistaken for inefficiency and insignificance, while the republican idea of making a political application of the Golden Rule has been treated with silent contempt.

Looking out in the first place for a good living, there is nothing startling in the fact that the business man was the first to practice the purely American policy. It began, like charity, at home and, like that genuine virtue, concluded not to stay there. Benefiting himself, he was willing directly to benefit his neighbor, and his business was good or bad as it accomplished that purpose. He found the working world hampered by clumsy implements and, to the advantage of both, he improved them or invented new ones. Anticipating the increasing demands of an increasing population, he labored to meet them and, with his own and the public good in view, he bent his energies in that direction. He urged Fulton to manacle steam to his boat. He told Whitney to make the steel fingers of the cotton-gin. At his suggestion Howe fashioned the sewing machine. Morse built his aerial roadway for the lightning and McCormick set his reaper at work in the limitless wheat fields of the prairies. These were turned to practical account and following closely the American policy, the nation, its home work done, turned next to its share of the world's work which came first to hand. Cuba's call was answered and the American policy asserted itself. A word, a needed blow—wholesome alike to all—and the Great Republic, with its all powerful democracy, was ready for the next commanding duty. That she was ready the world's praises prove; but they are due to the development of the same old policy. The same determined and unflinching business energy that has established and strengthened the nation has

been turned in a single direction and, sitting at the council board of the powers, she dictates the course to be followed: "Live and let live." Dismemberment is not statecraft; and China, the barbarian suppliant, finding in the old policy of America her only hope, appeals to the Western Republic for that salvation which a selfish monarchy is sure to refuse.

Look at it as we may, America's policy is to be the world's policy. The "mine and thine" of the ages must give place to "ours"—the millenium towards which all lands are moving. The first idea has already governed the world too long and, when it shall emerge from its thralldom, the controlling principle will be the American principle which finds its completest expression in "Thy neighbor as thyself."

The China trouble may convince the nations of the earth that tea, and not a bad article at that, can be grown in other countries and on another continent. A South Carolina farm has been doing something in that line and succeeded so far as to produce tea which on its merits sells at \$1 a pound. It is not raised so easily as cotton, but a little generous encouragement may make this country a tea producer on a large scale. Let the war assume the proportions it threatens and he of the almond eye may wake up to find his occupation gone.

A few Omaha business men have a scheme. They will farm. Each will buy a few acres near a given site, make one farm of it all, which will be worked by men hired by the owners and the receipts evenly divided. Besides being the ordinary farm it will be something of an experimental bureau, and tests of cane, flax and sugar beet raising will be made. It is a good feature that each man has his own particular farm to start with.

The agrarian and some butchers of Germany are respectfully requested to read this: "A thorough chemical examination shows that American lard is not only the same as German lard in regard to smell, taste and consistency, but that it frequently excels in dazzling white color. Among the several samples received there were none to be objected to; the quality was faultless."

Kansas City is busy these days with her largest wheat-receiving account. Ten thousand cars in four weeks have come in and gone out as fast as the Eastern roads can take the cereal. Kansas farmers are selling their wheat as fast as they can get it threshed. Twelve million bushels have been sold during the past month and the crop is estimated at 79,000,000 bushels.

It is stated upon pretty good authority that about one-tenth of all the wealth of this country is invested in our 193,000 miles of railways. The other nine-tenths is invested in homes, lands and the business enterprises which produce railway traffic or operate in various ways to call for its movement.

"I am inclined to believe that at the rate we are going on at present in about fifty years from now most of the best steam coal in South Wales will be used up," is the way an English coal mine owner puts the present condition of things in that part of the world.

The shirt waist man is a real giddy, sissy thing, who wants to show his shirt waist in public places.

Dry Goods

The Dry Goods Market.

Staple Cottons—Developments in connection with the staple goods market since last writing have been few and lacking in importance. Heavy brown goods have been slow in the various weights. The export demand is insignificant, although there is some buying for export to countries other than China. Purchases for home use show no change for the better as compared with a week ago. On stock goods there have been many evidences of irregularity, buyers having but little difficulty in getting concessions. Standards have sold as low as 5¼c; three-yard goods as low as 5c, and 4¼c for four-yard goods. The best brands are held above these figures, however. Coarse colored cottons also show evidences of irregularity in price. The demand for bleached cottons continues moderate. Individual purchases continue small, although quite numerous. The market is in a responsive condition, stocks being generally small, and renewed buying in quantities would be likely to bring about added strength in the value line. The demand for wide sheetings has been fairly satisfactory, sales showing an increase as compared with a week ago, due to the late reductions in price no doubt. Prices thereon remain steady. The business doing in denims, checks, ticks, plaids, stripes, etc., is indifferent in volume. Cotton blankets and flannels remain quiet at old prices. Brown osnaburgs and ducks have failed to attract much business.

Prints—The demand for printed goods is still moderate in volume, the buyer acting very conservatively, confining his purchases to current requirements. Sizeable sales are generally conspicuous by their absence. The business under way is far from being large; it shows evidence of increasing. The increase is due to a larger number of small orders rather than to larger individual purchases. The spot business done on narrow prints is unsatisfactory, but the orders emanating from customers direct and also from the road salesmen show a very fair increase in number. Staples appear to have the best drawing power, the orders running to turkey reds, mournings, indigo blues, etc. As regards fancy calicoes, business, while showing some slight increase, is dull, and holders, although not burdened with heavy stocks, appear to be getting somewhat restless, and have sold goods quietly at concessions. On staple lines prices are well sustained. Draperies, furnitures, robes, etc., are quiet. Percales and shirting prints in general have been without particular feature, sales being moderate. High class printed and napped fabrics have not attracted much business.

Ginghams—There is a moderate business under way on ginghams at old prices. There is some reorder business in cotton dress goods, principally plaids. There is nothing of interest that is new in connection with woven shirting goods.

Dress Goods—The developments in the dress goods market during the past week have been few and far between. The amount of business coming forward is small. In the business doing, fancy backs still show up prominently. Buyers call for quick delivery on these goods, as they want the goods for immediate use. Stocks in hand in certain quarters have been pretty well reduced

during the past three or four weeks. Of course, the demand for the fancy back does not begin to approach the standard of some months ago, and it is not expected that it will. The demand now springs from a different class of trade, and prices are not nearly as high as when the fancy back was a fad and buyers appeared to see no limit to their needs thereon. There is call, however, for a better class of goods than some weeks ago. Agents are looking forward to the spring season, but will be ready whenever the buyer is. They look for a very fair season, but believe the buyer will proceed carefully.

Hosiery—The domestic hosiery situation is in a satisfactory condition; the only factor that causes some uneasiness for the future is overproduction, as many new mills are starting up. In spite of that, however, prices remain very firm. Seamless and full-fashioned hosiery have the call. The quality of the goods, on the whole, is an improvement over last year's production. The importers' fall season has begun in earnest, and they are showing many novelties. Prices are very firm, and if there is any change, it will be in the upward direction. The reason for this is the independent stand taken by Chemnitz manufacturers, as they can sell goods at higher prices to other countries. Ladies' fancies are selling the best, but the staple goods are also expected to have a good run.

Carpets—Business continues quiet among the carpet manufacturers, especially on ingrain. Many of the manufacturers of the latter have been away for some weeks past, as the slow condition of business did not warrant them in running their mills full capacity in general. A few of the more fortunate ones report business on their special lines very fair, but there is no rush in any line. On tapestry and velvet and some few of the better grades of carpets, a fair amount of business is reported booked, but the volume even in these lines noted is not up to the manufacturers' full capacity.

Lace Curtains—Business in this line has shown some signs of improvement, buyers continuing to purchase cautiously. All lines have not as yet been shown. A good retail business is expected for this coming fall, and as the manufacturers become more active the late buyers will have to wait for deliveries. The extreme hot weather which has prevailed all over the country has intensified the mid-summer dullness, and it will continue until there is a change, when buyers are expected to show more interest. In general piece fabrics, including gobelins, the manufacturers are now producing some very attractive lines, which bid fair to turn considerable attention of buyers of foreign goods to those of domestic manufacture.

Rugs—The sharp competition for business noted among the Smyrna rug manufacturers resulted in a few of the larger ones booking orders at prices which increased the volume of business on the smaller sizes, especially 30x60 inch wool Smyrnas. This was detrimental to the smaller concerns who were holding for a price that was fair and thus have been temporarily inconvenienced. The largest concerns have been losing money at prices offered in order to keep their machinery running. It is the general belief in the trade, however, that the cut in prices is now about over; as the large manufacturers have obtained the orders to run, the

trade now believe that prices will be advanced again as manufacturers can not continue to run at a loss. Jobbers have expressed themselves as satisfied with prices of rugs for some time back and the concession made by large mills was hardly looked for.

Cultivate Individuality.

One of the secrets of success in the mercantile world is the possession of a distinct individuality. How many storekeepers are content to trudge along the beaten path, pursuing the same methods as their neighbors down the street, cherishing stolidly the traditions of long ago, and wondering vaguely why success seems as elusive as ever. Others strike out boldly from the well-traveled road, overturn precedents, disdain mere conventionality, and regard each new enterprise as an incentive and a stepping stone to better things. These merchants have individuality. It is manifest in their advertising and in their methods of storekeeping. They are constantly devising, originating, seeking to improve upon the established order. They watch competitors narrowly, seize novel ideas with alacrity, and imbue each fresh undertaking with the vigor and spice of their personality. They contrive to have their names upon all lips, and are far-seeing enough to discern gainful opportunities almost before they have developed.—Printers' Ink.

No Overtime for Him.

Reporter—How did your assistant happen to fall from the parachute?
Aeronaut—He belonged to the union.
Reporter—What did that have to do with it?
Aeronaut—He was two miles up when he heard a whistle blow, and thought it was time to quit work.

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. Feltier, Richard P. Joy, Chas. C. Jenks.

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

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.



Socks

What you want is a good line of socks for fall trade; there is money in it if you buy them from us. We have them in the following grades: Cotton socks,

woolen socks and lumbermen's socks, at all prices. Let us send you a few sample dozen, and we know you will be pleased.

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

Clothing

Business Men's Requirements For the Heated Term.

The question that is creating a great deal of discussion during this hot weather is, whether it is good form for a man to discard his coat entirely in the street or public places, and a good many arguments pro and con are heard. As yet I have seen very few men who appeared without any jacket on, and those few whom I did see were carrying their coat over their arms, which is every bit as warm as though worn. There are two obstacles in the way of going around the city without a coat on. Of course, I am taking it for granted that the rest of the attire is as it should be. The one is that during warm weather a man perspires so that his shirt is a garment that had better be covered up, as it is not a very pleasing sight to the eye. However, those in favor of adopting the coatless condition say that the perspiration would go off if the coat were discarded, as the coat does not give it a chance to escape. Some men say that a business man could not do without his coat, as he carries his pocket book, note book, handkerchief, pencils and a great many other things that seem necessary in that article of wearing apparel, but the pros assert that that would be a blessing, as the average business man is usually burdened with a lot of stuff that he doesn't use once in a hundred years. And so the argument goes merrily on, and what the result will be, time only can tell. I hope for the sake of sweltering humanity and, incidentally, for my own comfort, that the fashion of discarding coats in hot weather will become general, as its advantages in both appearance and comfort far outweigh its few disadvantages.

When I write about straw hats, I write about practically the only hat that is being worn during this summer by the average dressed man. At the beginning of the summer, it was thought that the soft felt hats would hurt the straw hat business to a great extent, but such has not been the case. It is another of the many inconsistencies of fashion, that while the straw is generally supposed to be worn as a protection against the rays of the sun, and for that reason, has wide brims, nevertheless, this year, to be fashionable, one must wear a straw hat with a brim not more than a little over an inch wide. On the other hand, the soft alpine has an enormous, flat brim, which gives the wearer a military appearance. The straw alpines, panamas, and the like, are getting more and more popular every day, and an enormous variety of shapes and straws are to be seen in both the rough and smoother class of goods. It is the opinion of one of the salesmen in a large hat establishment that they are only a temporary fad and that they will not have much of a sale next summer. At first, they were worn chiefly by men of middle age, but now they are being worn by men of all ages.

There have been a few changes in the styles of neckwear. While string ties still are very popular, and will remain so as long as the high turnover is worn, bat-wings have not as great a hold upon the public's affection as has been the case. They are still very popular, however, as they are extremely natty. There are also a great many ties worn with very small knots and rather wide rounded or straight ends. Then there

are those narrow madras ties, the same width the entire length, which is generally about one inch. They are worn, as a rule, to match the negligee shirt, being of the same colors and patterns. They look very neat, as they correspond so well with the shirt, but are not worn to any great extent by the best dressers. The reason for this is that they can be purchased for such a small amount of money, two and three for 25 cents, that the better class of dressers fight shy of them. The success of late of the Windsor ties has been as phenomenal as unexpected. They are worn more extensively in the South than up here, but are also finding a large amount of favor in this city. They make a very pretty and summery tie. They come in all colors, black being prevailing, however. I notice that there is a distinct tendency on the part of the best dressers to wear black, either in a tie or narrow four-in-hand. The popularity of the white negligee shirt may have something to do with it, as nothing looks more dressy than a black silk bat-wing with a white shirt. Black also goes well with most of the prevailing colors that the negligee shirts are made up into. It is a little too early as yet to predict what will be the prevailing fall styles. They will be greatly influenced, of course, by the style of collar that will predominate. It is thought that derbies will be worn more than last year, and that four in-hands will have their usual run. Manufacturers of De Joinvilles are not oversanguine as to the success of that line for next winter, and are in no hurry to manufacture their fall lines. Imperials are expected to sell well, and some believe that it will be an ascot season for the best dressers.

It is thought that the high or medium turn-over collar will be a very important factor for the fall and winter. Whether there will be more of that kind than standing collars worn, it is too early to say, as standing collars are always very popular for fall and winter wear. Both will be worn very high, according to some manufacturers. The colored, stiff-bosomed shirts for the fall will not differ materially from those worn during the summer, the stripes in the majority of cases running vertically. Since my last writing, there have not been very many changes in the shirts worn, either in the city or the country. Negligee shirts in all varieties of designs and colors are the overwhelming favorites. They have no monopoly, however, as there are a number of men who pride themselves on wearing just the opposite of what is supposed to be the prevailing fashion, and the retailers have provided for their taste with a variety of checks and cross stripes. White negligees, both plain or figured, and pleated, still retain a large degree of popularity, especially for the country. Solid colors do not seem to meet with as much favor as at the beginning of the summer. It is remarkable how cheap a really good negligee shirt is, with cuffs either attached or detached. I have seen some shirts in various high-class establishments, of good quality and pretty patterns, that were selling for \$1, that would have cost fully \$2 at the beginning of the summer, and I noticed some in a large department store selling at 65 cents that were advertised to comprise shirts worth from \$1 to \$2.50, and some of them looked as though they were worth fully as much. I saw one creation in pink, with fine white lines, running vertically, in this window, a wonderful value for 65 cents, and not ten

blocks away I saw the same identical shirt selling for \$1.50, and advertised as a bargain.

It will be seen from the above how little a man can get a good shirt for, and the same holds good with other wearing apparel. A man can clothe himself from head to foot for less than \$20. By that I do not mean to say a man who does not try to save in dress, but only tries to get the best of everything, can clothe himself for anywhere near that sum, but a man can look neat and be well dressed within the above mentioned price. He can get one of those 65 cent shirts, a good collar for ten or fifteen cents, and a neat string tie of madras for the same price. A good set of underwear can be purchased for 50 cents a garment, while really swell hosiery can be purchased for 25 cents. Russet shoes can be purchased for \$3 or \$3.50. Plenty of reputable stores are selling flannel suits for \$10 to \$12, while an excellent straw hat can be purchased for \$1. Of course, a man will have to buy a few of each item, but I am simply estimating what the cost of the clothing that a man wears at one time will be.

To sum up on an economical basis:

1 suit of clothing	\$10.00
1 set underwear	1.00
1 pair half hose	.25
1 string tie	.15
1 collar	.15
1 pair of shoes	3.50
1 negligee shirt	.65
1 straw hat	1.00

\$16.70

Of course, it can be done even cheaper, but this is merely for example.

A good many men determine what sort of underwear to wear, not solely on account of its looks and durability, but also on account of comfort. As it is worn next to the skin, and as some skins are very sensitive, there are a

good many materials that men can not wear without being very uncomfortable. Thus one man will tell you that he can not stand cotton underwear, and another will prefer it to wool. The most fashionable underwear is a mixture of either silk and lisle or silk and wool. I do not believe that pure silk hosiery has such a large following among the most correct dressers as has been the case during the past years. Lisle thread, with embroidered figures of silk and solid colors, are worn a great deal, in black, blue or tan, and polka dots have lost none of their popularity. The stripes generally run vertically, although I have seen some very fine goods with cross stripes. Some of the nobbiest creations have faint cross stripes, and arrow-like figures embroidered perpendicularly in their sides.—Langdon in American Wool Reporter.

Method in Her Correspondence.

"Eliza, why do you write so many letters in such hot weather?"
"Well, David, if I don't keep all our relatives posted on the awful heat here they will be landing on us to visit."

When You Come to The Convention This Week

Drop in and see us; we've lots of good things besides "CORRECT CLOTHES" on tap

Heavenrich Bros.

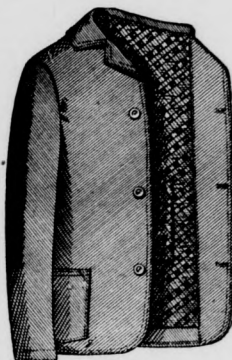
Voorhees Mfg. Co.

LANSING, MICH.

We manufacture a full line of

Jackets, Overalls and Brownie Overalls

We make a specialty of mail order business and shall be pleased to send you samples and prices. We are able to undersell those manufacturers who depend on traveling men for the sale of their products.



Dress Coats of Duck

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

Michigan Clothing Co.,
Ionia, Mich.



Shoes and Leather

How to Win Success as a Shoe Salesman.

The ways to win success as a retail salesman are as numerous as the different temperaments of mankind, consequently we will only attempt to give some ideas that we have practiced and found valuable in our experience as a retail salesman.

Keep your store, your goods and yourself neat, clean and inviting.

Have your goods handily arranged, as when rushed with customers this is very important.

Keep well in mind everything carried in stock and know right where to find it.

Have all odds and ends of stock altogether and where you can get them easily as you can. Keep this part of your stock low by learning your trade and using them wherever possible, as you will find a certain class that will readily buy these if you do not allow them to get too much out of style before working them off.

You can show your new goods later in the deal if you find the others will not sell to your customer.

Always meet your customers pleasantly, learn to know each individual's name as fast as possible and take pains to call them by it, as it will have a certain amount of influence with them to know that you remember who they are.

Always be willing to show your goods, do not allow people to think it is too much trouble to do so.

Take great pains in fitting your customers and do so perfectly, as a properly fitted shoe will wear longer and be more comfortable, insuring a permanent trade.

Be perfectly honest with them in regard to quality and as near so as possible in regard to sizes.

If you are careful about this you will find that many of your customers will take your advice as to which grade to buy, giving you a chance to use reliable goods at a good profit.

Never sell a cheap shoe when you can avoid it; they seldom prove satisfactory and the average person will expect as much wear or nearly so as from a good shoe.

Always do just as you agree to in regard to a defective shoe, or even more; it will pay you in the end.

Be careful about using tobacco or liquor during business hours, as a salesman reeking with smoke or stopping to expectorate while waiting on a customer is a very disgusting spectacle.

Your morals and reputation should be above criticism.

Avoid keeping late hours, as a salesman is unfitted for business without sufficient rest and good health. Add to this by taking outdoor exercise before and after business hours.

Always be polite, in the store and out of it and to everyone; often a poorly-dressed, insignificant-looking person will prove one of your best customers.

Do not allow yourself to talk politics or argue on any fad or idea you may have, as such discussions seldom end with friendly feelings on both sides.

Never allow yourself to show either fatigue or anger to a customer if you can help it.

If you have worked hard trying to suit a customer after having fitted them perfectly with several shoes and after half an hour's time has been spent on them, hold your temper and tell them pleasantly that you are glad they came in anyway, and ask them back, telling

them that you hope to have just what they are looking for next time. Then they can say nothing detrimental of you; and we have noticed that often these same people will come in again and have no trouble in getting suited; and they prove good customers.

Always persuade customers to have shoes fitted in the store if possible, as if they are taken out on approval they may have the right size and they may not (since the French markings are used few people know just what size they wear). If they do not fit they are apt to send them back and buy somewhere else.

Be as accommodating as possible in all ways not conflicting with business interests.

In making a sale learn when to talk and when not to; you can easily say too much.

Always try to have your customers leave the store with a pleasant impression; it is to the pleasant places we like to go.

And last, but not least, when not busy do not stand in the front window or door. If you have no customers to wait upon it is not necessary to advertise the fact.

These are only some of the characteristics of a successful salesman.—Boots and Shoes Weekly.

Taking Care of Stock.

The slipshod manner in which most retailers keep their stock is responsible for much of the financial difficulty in which they find themselves from time to time. The man who knows what he has, and whose stock is always kept bright and up-to-date, has long chances against the fellow who never knows the amount or character of the stuff he has in his store. In conversation with a member of one of the largest concerns in business the other day, we learned that they had a perfect tab on all the goods in their establishment. Each line was ticketed with the season it came in, the letters of the alphabet being used to indicate this. They commenced with the letter "A," and are now up to "D," and thus every article in the place evidences the length of time it has been in the store. They follow the principle that, with the exception of staple goods, every line must be cleared out before another season begins. If they find to-day that they have goods marked "C" or "B," they make a push and get rid of them at a sacrifice. The benefits of this system may easily be seen. It prevents the accumulation of shopworn stuff, and makes room for new goods. It makes evident the "stickers," so that in future buying the retailer is enabled to avoid them. It gives him a fresh, clean stock, in which he and his salesmen can take a pride, and with which customers will be delighted. When a store gets the reputation for having nothing but first-class, up-to-date goods, it constitutes a standing advertisement that is better than a two-column advertisement in the local paper. It is fatal to the interest of an establishment to have the public get the impression that your stock is a job lot. We commend the idea to those who have realized the difficulty of keeping their goods on the move.

Patent Leather Still Popular.

Much to the sorrow of the retailers, patent leather still seems to be in the height of its popularity. It is the acknowledged leader in both men's and women's goods for fall, and can not possibly be turned down by the man who wants to buy wisely.

In selecting shoes made from patent calf, the buyer runs up against his hardest proposition. He is working largely in the dark, and he knows it. The only safe way to get around this is to pay a good fair price for such goods and buy from a man in whom you can place thorough dependence. Don't buy "job lots" in patent calf goods if you can possibly help it.

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.

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.

Unique Shoe Industry.

The Ghetto, the home of a mixed mass of humanity, presents a remarkable and unique phase of New York shoe selling. Petty shoemakers visit the numerous city shoe factories daily and buy up scraps and seconds of all kinds of leather, which they take to their homes, and after being inspected and assorted by the entire family, are finally made into pieced cacks and wedge heels in black, tan, patent leather and numerous odd combinations, every inch of leather being utilized. A steady worker turns out at least twenty-four pairs of these shoes, working from 7 a. m. until late in the night. In the meantime, the thrifty wife puts the finished product into a clothes basket, and taking a stool, stations herself at the prominent corner of Hester and Essex streets, right in the heart of the Ghetto. Here activity reigns; thousands upon thousands of wage earners swarm through the streets; the vendors loudly cry their wares to attract the attention of bargain seekers. After a day of hanting and talking, the woman has disposed of her shoes, and goes home with an empty basket and a pocket full of small change. After many weeks of this routine the economical shoemaker has saved enough to realize an ambition, and he buys a push-cart and with shoes bought at fire sales he pushes boldly into some crowded thoroughfare and lines up against the curb. A tempting price loudly proclaimed serves to dispose of the stock as often as he can replenish the same. Under these circumstances the legal capital has increased sufficiently to enable him to open a small shoe store on Hester street and to employ an assistant. He searches wholesale shoe stores for odds and ends, damaged and mismated shoes, and picks up numerous lots for a fraction of their value. He has now assumed the dignity of a merchant, and has gained the confidence of his countrymen. Encouraged by his success, and confident of his ability, he buys in larger lots and begins to supply other push-cart dealers. The demand eventually assumes greater proportions; he attends auction sales, which are very frequent in New York, and realizes profit from every venture. In the course of a few years his environments become too small, he disposes of his push-cart and store, and rents a basement on Bayard street, among the East Side shoe jobbers. He now visits Boston, stops at the United States Hotel in the midst of the mighty shoe district, comes in contact with prominent shoe men, and makes profitable deals with large and small shoe jobbers. His ready cash attracts a multitude of needy and overstocked shoe manufacturers, and he always returns to New York laden with shoe snaps. Step by step he builds a most desirable reputation and becomes a power in the shoe circles of the Ghetto.—Shoe Trade Journal.

Man's Influence on Women's Styles.

A close observer of fashion in footwear and other dress for women asserts that it is a peculiar fact that men who couldn't find the pocket in a woman's gown in a day's work are largely responsible for most of the clothing worn by women. Not a man exists, he says, but likes to see a woman in a close-fitting, tailor-made suit, and so they have become popular, while the majority of women prefer a style which would permit of more colors, shades, ribbons, bows, and furbelows, and yet the men have made them popular. This is true of low shoes, sailor hats, shirt waists, etc.

"Within the past few years," he notes, "women have grown more and more to dress like men, under the impression that the men are pleased and flattered by the gradual assumption of their styles. Now, men are better pleased with an athletic-looking woman than with an over-grown wax doll in deadly peril of breaking in two in the middle. This is because men have changed since the days when men were fond of women because of the same reason that they admired a flower—its fragility. As the masculine idea has gradually evolved a new ideal of feminine beauty, the feminine population has tried to realize for the man his new ideal. This is particularly apparent in the size of the average woman's foot. There was a time when a No. 4 foot was squeezed into a No. 2 shoe, but women nowadays are wearing shoes to fit their feet, and the result is much happier, not only to themselves, but to the men as well.

"It seems strange that women do not exercise the same influence on the masculine attire, but it is a fact that she has but little influence in this way. Most men dress very much alike, and from year to year the styles change but very little, so that a stylishly dressed man is usually quite satisfactory to the ladies."

To bear out the truth of at least part of this observation is the evidence of the shoe manufacturers themselves, who state that more "mannish" shoes for women have been sold in the past two or three years than ever before in the history of shoemaking. Notwithstanding the alleged influence of man on women's attire, however, it must be admitted that the styles of shoes for women are becoming more "womanish," the favorite last now being a narrow one with rounding toe. This is not the "mannish" last, in the proper sense of the word, and the demand for heavy, broad shoes for women is being less apparent all the time.

Money in Leather and Tin.

Various commodities have, at different periods in history, been employed as money. Nations of hunters used the skins of beasts for this purpose. Beaver skins were thus employed in the territory of the Hudson Bay Company. Nations of fishermen used fish, pastoral tribes cattle, and agricultural people wheat or some other product, such as cacao in Central America, tobacco in Virginia and Maryland. All nations have so used ornaments, cloth stuffs or weapons. It was probably in the form of tools that brass was first used as money. At a later period, metal circulated in the shape of bars or ingots, and then of discs. Mercury has been used as money among the miners of Mexico, leather in Russia, tin in China, pepper in Abyssinia, rice in the Philippine Islands, diamonds in India, dried codfish in Newfoundland, eggs in Alpine towns, and oats in Estramadura in Spain. The universal quality to be found in money, therefore, is that it is a commodity possessed of intrinsic value or general utility in a greater or lesser degree. It has never been a mere sign, even when in the form of paper, for the paper was always a title deed to a commodity that circulated or had circulated as money, to be surrendered on receipt of the money commodity. After having constituted the principal material of the coin, copper made way for silver, and in recent times silver has yielded its supremacy to gold.—Boston Herald.

Didn't Work.

Hardupp—I'm very sorry, but I can't pay you to-day. You see, the grocery man has just been here, and—
Butcher (interrupting)—Yes, I just met him, and he said you put him off because you had to pay me. So here's the bill.

A Woman Shoemaker.

Denmark, the smallest of the three Scandinavian kingdoms, has attained less position for its manufactures than almost any other country of Europe. In fact, its manufactures have been of the simplest, the women weaving linen and woolen stuffs for the household, the men making their own furniture and the simplest farm implements and the wooden shoes, worn by the men, women and children.

The leather shoemaking industry has been prosecuted to some extent, being directed by a guild, as are other industries which seek public custom. But Denmark broadens as the world grows older and better.

Four years ago Bertha Olesen, then 17 years of age, demanded that she be admitted as an apprentice in her father's shoe shop in FredericksHAVEN. The guild hesitated; said it would not consent, and then consented.

Miss Bertha has ended her four years'

apprenticeship and has applied and been admitted to the guild in the city of Kolding as a master workman.

The conservative and clannish guild so approved of her workmanship that it awarded her the guild medal, a rare trophy, as a tribute to her skill and sent a pair of shoes made by her to the Danish department at the Paris Exposition, as the first pair of shoes made by a Danish woman, and, as far as known, by any woman in Europe.

Miss Olesen will now go to Copenhagen, the chief city of her country, and begin business as a custom shoemaker. And her shop will be open to other women to learn the trade.

This incident is suggestive of the progress of the century, and that it belongs to Denmark of all the kingdoms of the Old World is striking indeed. It means in this and other ways the elevation of the women of that country to a plane not before known, and its influence will be felt in all European communities.

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.

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.

Rindge, Kalmbach, Logie & Co.,

*Manufacturers and
Jobbers of*

Boots and Shoes

Grand Rapids,

Michigan.

Agents Boston Rubber Shoe Co.

Village Improvement

Something a Little More Practical Called For.

Sweetbriar, Aug. 24—Some of the Sweetbriar people are talking up Village Improvement and have read all you have said on that subject. It is all right, but the papers don't seem to touch Sweetbriar. We are just the beginning of a town of 500 or so, clustered around a crossroads. The roads run north and south and east and west. There is a store with the postoffice, the school house, two churches and a blacksmith shop.

The matter has been pretty thoroughly talked over and everybody seems to think it is a good thing, but nobody knows how to take hold or what to do if he should. Can't you some way bring Sweetbriar into your general plan and tell us how to go to work? You must remember we are village folks with little or no money to work with and what is done we must do with our own hands.

The Tradesman is glad to receive the above communication. It was led to inaugurate the Village Improvement department from a desire to forward the efforts of improvement societies which have recently sprung up in this State and in others, where the Tradesman has long been a welcome visitor. The aim has been from the first to make the papers practical and the sources from which they have come promise that result.

If our correspondent will turn to the 14th page of his August 1 copy, he will find that the people of Sweetbriar have begun, as that article suggests, by thoroughly talking the thing over. This, the letter seems to imply, is the limit so far reached and the next step should be, while "everybody seems to think it is a good thing," to come to some definite action. A public meeting might best accomplish this. The congregations of the two churches, which, it is plausible to believe, include the enterprising people of the village, should come together with other interested villagers, and select a committee to make and bring forward plans for the consideration of the society. If the people of Sweetbriar are in earnest this should be done within the next week, because the sooner the beginning is made the earlier the work will begin; and fall is a good time to work.

In the meantime, the purpose of this society should begin at home. Back yards as well as front should be picked up. Lawns should be made smooth and the lawnmower brought into use, an implement at the waning of the season which can be bought at a reduced price. If dooryard fences have been built, there is a lively chance of their needing attention and, unless Sweetbriar is different from the average American village and town, there is something the matter with every front gate there. So universally true is this that the society can not do better than to make the front gate latch the starting point for improvement and from this let the improvement radiate as from a common center!

The Tradesman article, already referred to, treats of methods of yard management and need not be repeated here. Outside of the front fence the public idea begins and here is where the village is often judged by the peculiarity of the citizens. Is there charity enough in the Sweetbriar Improvement Society to cut the weeds now gone to seed in front of the vacant lot and, what is worse still, in front of the lot of a villager who will not cut them himself? In winter when sidewalks are to be

cleared of snow will the Society see to it that this same man's walks are cleared, that the public may not be inconvenienced by this same citizen's indifference? It is a matter to be carefully considered, for upon just such rocks as this has many an improvement society gone to wreck.

Necessity of Nerve in Business.

From the Minneapolis Commercial Bulletin.

We sometimes hear it said that a person possesses nerve. What is meant by this expression? It means endurance. When a man has nerve he possesses those qualities that are not easily moved by sentiment or the opinion of others. It is an excellent quality when it is not abused.

There is danger in "nerve," however. The man who is never willing to admit an error of judgment will sooner or later become entangled. We all make mistakes, and nerve should never be confounded with stubbornness.

Several months ago the country was in a period of depression, and things generally were down at the heel. The leading securities of the country were selling for a song. At this point the reason of men of nerve began to work along the lines of possible recovery. There were signs of better things. They bought low-priced stocks in confidence that they would sell higher. This was nerve. Their judgment was sustained, and this class of men secured a great profit.

Suppose their judgment had been wrong? The man of real nerve would have seen it and admitted his error; the man of stubbornness would have refused to admit an error of judgment and he would have fought the market until he had lost a large sum of money.

Now for an application of this principle to the every day life of a merchant. He believes that it will pay him a profit to buy a certain line of goods. He does so, and later he is disappointed that they do not sell more freely. At this point he should decide at once to close out the line at some price. His judgment was wrong in this instance. If he becomes stubborn he will find that delay will prevent the sale at any price, and the goods will become a total loss.

Quick decision is necessary in successful business. We must not permit nerve to become stubbornness. It will lose all of us money. Business nerve, then, is enterprise and coolheadedness. Business stubbornness is everlastingly foolish and a mark of decay in our establishment.

Are You in the Ruts?

A merchant who feared that he might be getting into ruts recently invited a friend to inspect his establishment. As he explained his various methods, the friend was quick to see faults and offer suggestions. The merchant now claims that this interview pointed out to him ruts, the elimination of which has saved him a hundred dollars a week.

Perhaps you can not see the ruts you are running in. If you ask some friend, some one who won't lie to please you, how your store, or factory, or place of business looks, how it compares with other places of business, he will probably point out a rut or two. If you are an employee, the same rule holds good.

It is an easy matter to get into a rut, and very difficult to get out. What is to-day a dangerous rut may have been a perfect method at a time not long past, but conditions and times change. This is an era of up to date methods.

Ten years ago, if you did not happen to have what your customer wanted, he would take the best substitute you had. To-day he will get just what he wants from your neighbor. Almost any kind of store would do twenty-five years ago; to-day it must be well furnished, well lighted, well kept, and must have bright, courteous salesmen, or the best customers will not patronize it.

If worrying would do any good, it should be encouraged. As it is, it only wears out the worrier.

Pledged to the Principle of Good Roads.

Hon. A. T. Bliss, candidate for Governor on the Republican ticket, sent the following letter to the good roads convention which was held at Saginaw last week:

Good roads are a business proposition, and I take a business man's interest in their development. They should be free highways for the best good of all concerned, because their successful operation aids more surely in the expansion of the sentiment calling for the construction of good roads throughout the length and the breadth of the State.

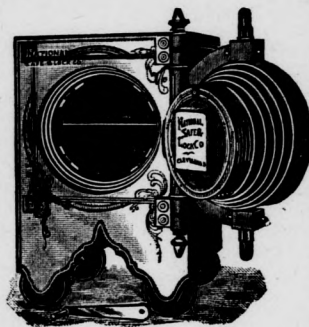
I take it that all intelligent, thinking people are united in the belief that good roads are a modern necessity, and that no state can hope to reach its full growth without their assistance. The parting of the ways in the good roads movement is reached when systems and the financing of their construction are discussed. With particular reference to Michigan, I am of the opinion that the people of practically the entire State are of one mind in endorsing the cause of good roads, and that they will do all in their power to provide the State with the best possible system of highways.

What they want to know about is the ways and means of the proposition from a practical and equitable standpoint and to that end the congress called to meet in this city is of great value, because it is convened along practical lines. I hope the work of the congress will be successful in answering what I believe to be the demand of the times—information along the line of the best system of construction, with its necessary accompaniment of the least expensive maintenance, and the most equitable method of distributing the burden of construction.

I am sure that Michigan is desirous of the general introduction of rural free delivery, and good roads will help it along.

A man and his wife may be one, but the wife must be won first.

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.

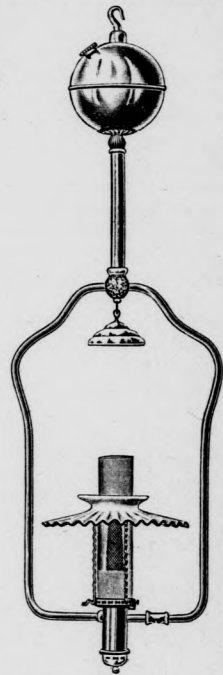
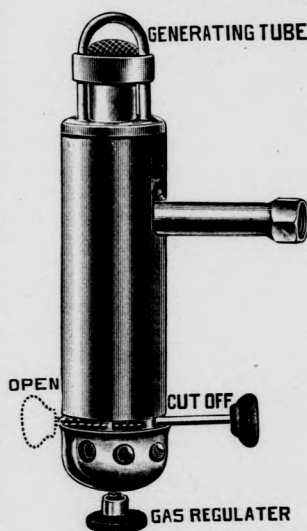
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The Imperial Gas Lamp Co.

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Chicago, Ill.

That Aggravating Old Man Means. Written for the Tradesman.

"Now, Carl," said Mrs. Hustleton, as she poured the boy's coffee for him that momentous Tuesday morning when he was to begin his work in the Springborough store, "I'm giving you a stronger cup than usual, and you'd better eat a hearty breakfast. You are going to have a long tiresome day of it, and the heat is going to make it worse for you. You are going to be early and you want to find out—"

"I know now; half past six. It isn't quite six yet and I'll sit on the steps until Mr. Means comes to open up. If he gives me a key I'll have the store open and swept out every morning before he gets there."

"You must make up your mind, Carl, from the first that you are working for Mr. Means. Don't stop me, I know what I'm saying. You'll be contented for a week to do what he tells you. Then you'll begin to think your way is as good if not better than his. Perhaps by that time you won't exactly think the store belongs to you, but, like most boys, you will begin to get 'heady' and wish you could do your work in your own way. I don't want you to do it. If Mr. Means has a way for doing things, I don't care what it is, do them that way. If he shows you how to hold the broom when you sweep, hold it so. He is paying you for just that thing and the quicker you understand that and do it the better."

"But, mother—"

"Oh, I know; but 17 is just the age for it and your staying in school until now strengthens the idea. It isn't bad for young folks, especially boys, to think pretty well of themselves if they don't cling to it too long. You know the book pretty well—that part of it is all right, the more the better for the time being. What business folks, and folks in general, want is a sort of extract of school book with enough of the Carl Hustleton in it to turn the whole mix-up to practical account. You have the book part, now you want to show just as quickly as you can that the mixture is enough better than the extract to make a good thing to have in the Springborough store."

"Well, I guess—"

"And so do I. Now here is something you ought to know: Mr. Means hasn't any use for a Hustleton. Your father didn't use him well once and he's never forgiven him. I never blamed Mr. Means, though, and I don't to this day—but that's neither here nor there. He's having you come into the store because he likes the way you started in the minute school was out; but he's as ready as anybody else would be with a 'just as I expected!' as soon as anything wrong happens. You'll have to look out for that. He's prejudiced against you and you'll have to summer and winter with him before there is the slightest chance for him to get over it."

"Oh, I know all that."

"Then there is so much to start with. Now, you have your father's quick, impatient way of speaking up when things don't go just as you think they ought, and men won't put up with that—at least Mr. Means won't. He won't say much, he isn't one of the talking kind, and one of these days when you have begun to think that he can't get along without you and he brings you up sharp you're going to forget yourself and answer him back, and then there you'll be."

"All right, I'll remember. Anything else, Mamsy?"

"Yes, lots of 'em; but you won't need them for a day or two. If you were that kind of a boy I should tell you not to be standing around as if you didn't know where to start in. I needn't tell you to move the barrels and sweep clean under them, and you won't be likely to go from handling dirty potatoes to weighing out butter without washing your hands; but you are going to find everything new and strange, and you are going to make any quantity of blunders and get hot and worried over 'em. Now and then Mr. Means will laugh enough to kill himself at you, and you'll want to murder him, but you mustn't! Just shut your teeth and count ten before you say anything and if you count slowly—and I guess you'd better—you'll come home only a little the worse for wear. Here's a little more coffee, if you want it—breadwinners need fuller stomachs than bookworms, along at first anyway. There now, good bye. Do your best. Keep your temper and be willing to earn your day's wages before dinner."

Once or twice the Hustleton hawk-look flashed from the boy's eyes as his mother's words touched a tender spot in his mental make-up; but he was used to such out-and-out talks from her and the extra cup of coffee smoothed his ruffled feathers and with a kiss and a "Good bye, Mamsy," he went whistling down the street, without thinking of its possibly protentious meaning, "There's a hot time in Old Town to-night!"

The boy had hardly taken his seat on the store doorsteps when Old Man Means came in sight. To the stranger the not wholly respectful epithet did not convey the right idea. The storekeeper was not only not old, but it would be a good many years before time would give permission to apply that adjective to him. He was a tall, well-built man, broad of chest and strong of limb. His quick step corresponded well with his black closely-cropped hair, black moustache and keen, look-right-through-you black eye. "Not the kind of fellow you want to fool with," thought the boy as he watched the man approach. "I guess Mamsy knew what she was talking about this morning and I guess I'd better hold on to my tongue and let loose my muscle.—Good morning, Mr. Means. I thought I'd better come early. What shall I start in on?" "I guess, by the looks of your hands, you'd better go right round to the wash basin. You'll find some soap and water there. If the pail is empty, you can fill it from the well in the backyard. Bread and butter, say nothing of the other eatable things to be handled in here, wouldn't be much improved by that pair of hands—hurry up and wash 'em now."

It was not an auspicious beginning. If there was one good quality the boy prided himself on more than another it was neatness, and the look and tone, aside from the command, flushed his face with anger and, mad clear through, he exclaimed, "They're as clean as yours are! That's juice stain and it'll have to wear off."

It was an instance in the human farmyard where the young rooster had "sprung up" to the old one; but the old one, without loss of dignity, very distinctly said, "I told you to wash, now go." By that time the young one had come to himself and minded; and the day wore on.

Tuesday was Mrs. Hustleton's day at the parsonage and she did not come home to dinner. Carl ate his alone; but it was evident that he had something

on his mind. His movements were energetic in the extreme. Inanimate nature, deprived of the ability to talk back, made the most of its prerogative of everlasting cussedness and the boy's meal was sufficiently lively. The afternoon was a repetition of the morning and when suppertime came Mrs. Hustleton saw that the waters had been ruffled. It wasn't the first time; it was sure to come and so the sooner over. Determined to postpone the outbreak, woman-like she had for supper the things the boy liked best and the smell of his favorite tea cakes greeted him halfway up the walk. That smell was followed by another good one and then another and by the time he had got into the kitchen and thrown himself down on the lounge there, he was so glad to have gotten through the day that he did not feel much like finding fault with anything. So as soon as he was ready he "sat right down" and when he had reached repletion, his sex' condition for good nature to show itself, and had again sought the lounge, his mother ventured to ask if he found it much worse than he expected.

"Oh, no. Take it all in all it was better than I had any right to expect. That Old Man Means made me mad to start with when I hadn't any business to get mad, and that then sort o' set things going wrong all day. The morning was a good deal worse than the afternoon, though; but honestly, Mamsy, if he hadn't been the boss, just before dinner I believe I should have sailed in and given him a good sound thrashing!"

"Old Man Means!" I don't think that is exactly the title to give a man you are beholden to as much as you are to him. I don't like it and if that is the way you are going to feel towards

him you had better give up your job. What has he done?"

"Nothing, nor said anything. I wish he had. I got along all right with the sweeping; I could see he liked that. Then he told me to do up some sugar. You know I never did up a package of such stuff in my life, and you just ought to have seen that first package. It did look like the old Harry, Mamsy, and no mistake. I just emptied it before he got sight of it, or thought I did, but was a little too late. The second trial was worse than the first even, and when I got red in the face over the third attempt I looked up and there that Old Man Means was, all doubled up and laughing as if he would split. That was when I wanted to go for him. He hasn't a good, high-toned, respectable laugh anyway, but a little mean nagging one, cutting right into you and making you feel as if you didn't care to live another minute. What do you think he said when he let me go?"

"I haven't the slightest idea—what did he say?"

"Carl, you've done two good days' work in one to-day and I'm going to pay you for two. I've had enough fun out of you for six—but I sha'n't pay you for that!" Well, that, and the way he said it, took out all the sting there was in anything else he had said, so that now, when I think, 'Old Man Means,' there isn't anything hateful or ugly about it—he's just 'Dear, delightful, Old Man Means,' and if I hear anybody saying it with any other meaning than that I'll tell you right here there's going to be a first-class wake!"

Richard Malcolm Strong.

A man born at sea can never boast of his native land.

Central Implement Co.

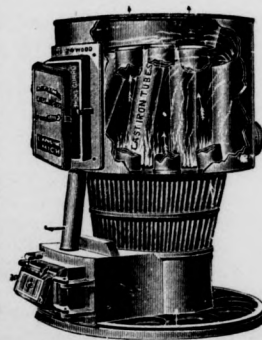
Lansing, Michigan

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

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Hardware

Difficulties of Selling Hardware at a Profit.

There never has been in the history of the world a day that the man who became more expert in his vocation than his competitor could not reap a greater profit from his labors than that competitor. Every decade, almost every year brings new problems for the hardware merchant to solve. If his competitor has more capital and more lines, these very facts have elements of weakness. If you are one of the fittest you will discover the weak spots to your advantage. Achilles was invulnerable, almost. His mother, in dipping him in the magic bath, overlooked one poor little heel, and when he grew up the enemy's arrow found that heel. How are we to be one of the fittest? If a prodigal fate has not filled your present and future with "unadulterated luck," you must work and must like to work. You must delight in the tangle that the battle of business gives to your blood no less than in the pecuniary victory that may follow. To make this possible, you must like the business you are in. If you are in the hardware business and don't like it, get out of it!

We are presuming you do like it and we presume your neighbor across the street who operates a big department store likes his. You have one business to master, he has several. How much more do you know about the hardware business than he? If you don't know any more, or as much, you would better burn a little midnight oil, or better, let old Sol do the burning for you in the early morning; it costs less.

Keep an assortment of good goods and know why they are good. You ought to know where they are made, how they are made and how the various patterns of the same article differ one from the other. You ought to be able to show your customer how the tools in your stock are used—why one is better for a certain purpose than the others. Every item of this kind is a nail in the coffin of the department store.

This matter of knowing your goods is of vital importance. To illustrate: I know of a certain firm in a town of about forty thousand people that sell, among other things, a particular make of refrigerators. They believe it is the best made in the country to-day. They are posted on the principles of refrigeration and can demonstrate them. Although it is the highest priced refrigerator sold in that town, and although they have eight to ten competitors in that line, they get fully one-half of the business. I know of other hardware dealers who do not begin to have such competition, yet say they can not sell the refrigerator in question because it is too high priced. These dealers might throw a rough diamond in the scrap pile if they found it on the floor. Some of them might kick it around for a month because they never pick things up. If you know your business as you should know it and keep a stock of goods just a little in advance of the needs of your town, you are worth something to that town; your business is then a profession. You can always get the profit you are worth, but you must first ask it. The charlatan does not decrease the value of the physician nor does the curbstone lawyer affect the price of good legal advice, except possibly to increase it.

Do not "rob" your customers. Sell your goods as nearly as possible at one

price to all. I contend that in the hardware business a policy of price cutting will not win. If you have some trade worth keeping that demand cheap goods, buy some and sell them for what they are worth. But while you are selling the cheap stuff, don't put your regular stock in the basement. Don't waste your profits. Hardware is not an object of the whims or fancies of men or women. You can not force hardware on people after the fashion of the dry goods people—was \$7, now \$2.98. People are not so easily gulled on hardware.

Be careful where and how much money you put into advertising. Good, legitimate, often changed newspaper advertising is the most economical. But don't forget you are after returns, not cheap mediums.

This same remark applies so tritely to help that I want to speak of it here. If you have a clerk in your employ to whom you have to explain what you want but once, with whom one request sinks into a quick and anxious intelligence, watch him. Encourage him; keep faith with him and make unsolicited additions to his salary. Pay him all you think he is worth. A clerk of this kind, who can be trusted to finish up his work so that it will not have to be gone over again, is the best assistance you can have. Keep him if you can.

Don't keep old goods. Don't operate a junk shop. Keep your store clean and goods methodically arranged. Keep your prices always a safe margin above your costs from day to day and have them where you will lose no time in referring to them. Then work. Teach your clerks to work. Don't visit too much with your customers. If you are inclined to visit, make the topic of conversation new and profitable goods.

About buying hardware—That old saw, that "goods well bought are half sold," is just as sharp with points of wisdom as ever; but I am inclined to think that where one dealer applies a practical analysis of it, nine do not. A very long paper might well be written about this part of the subject alone. Suppose you look at it this way:

Goods are well bought if—

They meet the demand of the customers for whom they are intended, and, be they new, if they possess apparent, practical merit.

They are well assorted as to sizes.

They are bought at the right price.

They are put in salable shape in your store at the beginning of the season when people buy them. This means buying them at the right time.

You buy the quantity experience and present conditions point to your selling within the season or a reasonable length of time.

When you and your competitors can together use a quantity that will enable you to make a saving in price of freight rates, you put prejudice aside and work together and keep the saving thus made.

You pay your invoices so promptly that your jobber becomes anxious for your orders.

You do not commit the crime of having idle money in the bank and allowing the cash discount to remain in the jobber's pocket.

You buy of a house that will not forget the "future orders" from you when goods go up.

About selling—What is the use of selling goods if you don't get the money for them? Think of this when you pay

for more goods, when you pay your rent, when you pay your taxes, when you pay your help, when you pay your donations to charity, when you want to take a vacation and can't afford it, when your wife wants a new dress, and other times. One way to get your money is to get it before your customer leaves the store.

In addition to being well bought and supplementary to other remarks in this paper, goods are half sold and at a profit if—

They are timely and advantageously displayed.

They are kept clean and bright.

You can and do demonstrate why and how they are good—better than some others.

You don't talk too much—get your customer to praising them.

A pleasant smile goes before each purchase.

Co-operation, rather than combination, with your neighborly competitor is an immense help in selling hardware at a profit. Combination drives trade away, and combination "will cut."

If you are friendly and fair with your competitors co-operation is the natural result.

I have suggested that you keep your selling price always a safe margin above your costs from day to day. When costs are advancing, try to keep pace with them. Competition will not allow you to do this many times unless the spirit of co-operation prevails among the hardware dealers in your town. You are clearly entitled to a fair margin above the costs on a rising market and it is your duty to get it.

Conduct your business economically. This is another big subject. The difference between true and false economy is the difference between success and failure many times. It's too important to ignore here—let's boil it down. "Don't save at the spigot and waste at the bung hole." Rent at \$100 per month and profits at \$200 is cheaper than rent at \$50 and a deficiency.

A \$25 clerk is apt to spoil a \$50 sale. It is cheaper sometimes to donate \$2 to your local base ball team than to take a \$5 space on its score card.

To be "mean" about those odd 3 cents on your customer's account, when writing a receipt for him, may cost you a 75 cent pocket knife to re-establish good feeling.

Sometimes a postage stamp "in time saves nine." That fellow who hid his light under a bushel was thrifty compared to the man who keeps a dark store.

It's much cheaper to keep goods clean than to buy new stock.

It's mighty good economy to have a corner in your store where tools and locks, etc., rendered unsalable by a broken part will be kept until a new part to replace gets in.

A pound of nails swept out by a clerk is an indication that the clerk is not ready for an increase in salary.

When goods bought on credit go out of your store without being charged you have lost:

The first cost, which is:

Price.

Freight.

Drayage.

Time in putting in salable shape on your floor, etc.

2. Profit.

3. Time in making sale.

I would not recommend the saving in time made by the clerk in not making the charge as true economy.

As a rule, people have ceased to deny the law of gravitation in nature. The law of gravitation in trade is just as potent. Keep your store as it should be kept, know your goods as you should know them, push your business as it should be pushed, and a profitable trade will gravitate to you just as surely as water will seek its level.—E. H. Norris in American Artisan.

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

Ice Cream Freezers



We carry in stock the
WHITE MOUNTAIN
AND
ARCTIC

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

THE CHINESE WAR.

Inimical to the Success of the Crockery Salesman.

"Good morning, Mr. Bowles."

The traveling salesman allowed his sample cases to slip from his sweaty fingers to the floor and busied himself for a moment with a perfumed handkerchief in a vain effort to dry an overheated face, across which a red and moist smile was making its way.

The merchant grunted out a reluctant "Good morning," and went on with his morning paper, which, by the way, he had seized as the salesman entered the door of his place of business.

The traveling salesman knew the customer and was much too wise to unlock his cases and drag out an array of samples at that time. He leaned back in his chair, took a notebook and pencil from his pocket, and began to figure.

The merchant, who had been momentarily expecting a deluge of "shop talk," watched him narrowly over the margin of his paper, his eyes a-twinkle, like those of a rat of experience and ability who meant to be safely out of the way when the trap was sprung.

"Nine times in two days," mused the salesman, reflectively. "It is enough to stop a clock or make it lose time, anyway."

"What's the matter now?" asked the merchant, throwing his paper aside.

"I am haunted," said the salesman, gravely.

"If you'll keep the cork in the bottle," said the merchant, "perhaps the spirits won't be so thick about your pillow."

The salesman did not appear to notice the allusion to his alleged indiscretion. "Haunted," he continued, "by an airy nothing, by, in fact, a joke, and a mighty bad joke at that. Yes, sir, I am wasting away in flesh and losing all hope of a successful season because of an alleged joke."

"For instance," said the merchant. "Oh, this joke has no set terms," was the reply. "It is an able-bodied joke that flashes up in a new guise at every town. How would you like to be a salesman in the china and glassware lines and have a ghost come at you in the railway coach, ride with you in the hack, chatter at your elbow at the public dining table and, finally, go to bed with you?"

"Have you wired the firm about this?" asked the merchant, gravely.

"I couldn't do the subject justice by wire," was the perfectly serious reply. "I get it in this way: 'Why is your trade better now than ever before?' The correct answer is that it isn't, but I humor the idiots and ask why. Then comes the answer, 'Because all the civilized nations are after China?' Wouldn't that frost you?"

"It's pretty bad," admitted the merchant.

"The other morning," said the salesman, encouraged almost to the point of opening his sample cases by the friendly interest of the merchant, "a fool drummer who sells corsets came to my room before I was up and asked if the accident would necessitate my sending back to the house for a fresh line of samples. I asked what the trouble was and he said that the morning papers announced a great smash in China. And I heard his half-witted laugh go ringing down the stairs."

"Do you carry a gun?" asked the merchant.

"I ought to carry a squirt-gun, loaded with the abiding perfume of the

skunk," was the reply. "I've heard 3,943 alleged jokes about China and the thing is getting stale. I guess Edwards' statement that human thought all travels on one circuit is correct. The slope-headed village crockery dealer and the head of the big china importing house have the same fool jokes. Shall I show you my samples?"

"No," said the merchant, "I am not increasing my stock."

"Well, you have to keep it up, don't you?"

"No, sir; I'm going out of business," was the reply. "I've heard these China jokes from the old and young, the rich and the poor, the child with a dime for a salt-shake and the happy bridegroom with the price of a dinner set in his pocket, until I am worn out. The joke has 10,000 variations in this town."

Now, the salesman did not like the notion of supplying ammunition for the merchant to beat him off with, but there was no help for it. The sample cases were likely to remain closed for that day.

"Where are you going to get rid of it?" he asked.

"To get rid of what?" asked the merchant.

"The China joke."

"In Pekin?"

"Why Pekin?" asked the salesman.

"Because it's no joke there."

The salesman got up and unlocked his cases.

"See here," he said, "there's a penalty attached to those things, and in this case it takes the form of an order."

"I don't want anything. I can't sell anything but fruit jars and little plaques for wedding presents—the little to cent plaques that look so costly and break if you look at 'em. When I do get a good order something happens to it. The other day I sold a \$100 dinner service and sent it away by express. When it was received by the purchaser it was broken to smithereens."

"Did you present a damage bill to the company?"

"Of course I did, and the case was tried yesterday."

"And you won?"

"Won nothing. The fault was declared to be in my own packing room. At any rate, the jury declared that the breakage in China was all on account of the Boxers."

There was silence for a moment and then the merchant added:

"And so I'm going to sell out and go away. I think I'll buy a span of horses and a jeans suit and a sand wagon. I could get a wide hat for 10 cents and perhaps the men at the ends of the route would load and unload the sand and I could sit on top of the load in the hot sun and meditate. Do you think there would be any men in the street gang that would talk about breaking up China with siege guns? Or ask why china was the strongest material in the world—because it takes five armies to smash it?"

"The next time I come in here," said the salesman, locking his sample cases, "I'll bring a friend of mine who once went up against Kid McCoy. He has but one eye, but he can knock some yet."

"What's up?" asked the merchant.

"Why," said the salesman, "I come in here with a merry story of a ghost and lay it at your feet to cheer your sadder hours, and what do you do with it? Why, you turn it wrong side out and multiply it by ten and fire it back

at me. That China joke was my masterpiece. I never knew it to fail before. I'm going somewhere and get a job selling soap. That will take the dust out of China every time."

"Do you know," asked the merchant, "why the Chinese are asking for peace?"

"I do not."

"Some one started a rumor that the servant girls of America were forming a foreign brigade. You know what they have always done to China?"

The merchant looked up timidly, with a grin on his face, but the salesman had fled. Alfred B. Tozer.

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.....		net	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.....			40
Cartridges			
Rim Fire.....			40&10
Central Fire.....			20
Chain			
	$\frac{1}{4}$ in.	5-16 in.	$\frac{3}{4}$ in.
Com.....	7 c.	6 c.	5 c.
BB.....	8 $\frac{1}{2}$	7 $\frac{1}{4}$	6 $\frac{1}{4}$
BBB.....	8 $\frac{1}{2}$	7 $\frac{1}{4}$	6 $\frac{1}{4}$
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.....			78
Chisels			
Socket Firmer.....			65
Socket Framing.....			65
Socket Corner.....			65
Socket Sinks.....			65
Elbows			
Com. 4 piece, 6 in., per doz.....		net	65
Corrugated, per doz.....			1 25
Adjustable.....		dis	40&10
Expansive Bits			
Clark's small, \$18; large, \$26.....			40
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.			25
Discount, 70.....			17
Gauges			
Stanley Rule and Level Co.'s.....			60&10
Glass			
Single Strength, by box.....		dis	80&20
Double Strength, by box.....		dis	85&10
By the Light.....		dis	80&10
Hammers			
Maydole & Co.'s, new list.....		dis	33 $\frac{1}{2}$
Yerkes & Plumb's.....		dis	40&10
Mason's Solid Cast Steel.....		30c list	70
Hinges			
Gate, Clark's 1, 2, 3.....		dis	60&10
Hollow Ware			
Pots.....			50&10
Kettles.....			50&10
Spiders.....			50&10
Horse Nails			
Au Sable.....		dis	40&10
Putnam.....		dis	50
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 o Tubular, Doz.....			5 25
Warren, Galvanized Fount.....			6 00
Levels			
Stanley Rule and Level Co.'s.....		dis	70
Mattocks			
Adze Eye.....		\$17 00. dis	60
Metals—Zinc			
600 pound casks.....			74
Per pound.....			10

Fruits and Produce.

Introduction of the Seedless Orange Into This Country.

The Crop Reporter, published by authority of the Secretary of Agriculture, in a recent number has an interesting article in which it gives the true story of the origin of the seedless orange culture in the United States. The introduction into this country of that luscious fruit, the culture of which has assumed such large proportions, especially on the Pacific coast, is said to have been primarily due to a woman, and an American woman at that, although, unfortunately, her name is not given.

While traveling in the province of Bahia, Brazil, so the account states, this woman incidentally mentioned in a letter to a friend in the United States, Horace Capron, the then Commissioner of Agriculture, that the oranges of Bahia were of superior quality to those raised in the United States. No chance expression of taste was probably ever fraught with more magnificent results, and this woman, who is now unknown to history, builded better than she knew when she made it. Mr. William Saunders, then, as now, in charge of gardens and grounds of the Department of Agriculture, had before that time given the subject of orange culture considerable thought and some experiments. He had even introduced from foreign countries a few new varieties. His attention was called to the letter, and he at once saw the possibilities of a new field in orange culture. He sent a request for specimens for propagating purposes. The box of cuttings received from the trees proved worthless.

Mr. Saunders then sent a specific order for plants, and in 1870 received a shipment of a dozen young trees, all of the same variety. They were carefully packed in wet moss and clay and came through in fairly good condition. From that small beginning and from that original stock have sprung all the famed orange groves producing what is commonly known as the "Riverside navel (or seedless) orange," of Southern California. The twelve plants were planted in the agricultural grounds and thrived from the start. In due time buds from those twelve small trees were grafted upon small orange trees then under cultivation at the department. That process of propagation was repeated at proper intervals, and as soon as the supply had sufficiently increased, hundreds of the young plants were distributed through Florida and California, being at first known as the "Bahia orange," but later as the "Washington Navel." The condition proved better for the experiment in California than in Florida, for the new trees did not thrive in the latter State.

It was not until the winter of 1878-79 that the distribution of this new and better fruit attracted any particular attention in California. Attention was then called to the subject by two young trees that had that season come into bearing on the farm of Mr. Horace Tibbetts, at Riverside. His crop of that year consisted of only sixteen oranges, but its importance consisted in the fact that it was the first crop of seedless oranges ever produced in North America. Mr. Tibbetts and his orange trees immediately became famous and attracted great attention from fruit growers all over the country and particularly in Southern California. The next year the trees yielded quite a little crop and peo-

ple traveled hundreds of miles in order to see the trees in bearing. For a time the impression was general that it was only a freak of nature and nobody really believed the seedless oranges could be profitably grown, if, indeed, they could be grown at all.

The demands upon the department for orange plants of the new variety, however, soon became far greater than could possibly be supplied by either the department or Mr. Tibbetts. As the latter was really the only one who could supply them, the buds soon came to be in such demand that he sold them in some cases for \$5 per dozen. In 1884 the buds taken from his two young trees netted him \$1,500. Within another year or two trees grafted with buds from the Tibbetts' trees became themselves productive of buds, which were used for propagation purposes, so that the industry was rapidly developed. Now the annual shipment of oranges of the seedless variety from Riverside alone has increased to 1,600,000 boxes.

Introducing Sweet Potatoes in Europe.

Efforts are being made to install American sweet potatoes in the European markets. This is of special interest to the truck-farmers of Maryland and New Jersey. With the co-operation of Secretary Wilson, of the Department of Agriculture, ten barrels of the Maryland product were sent recently to Paris, and a like quantity to London. Those sent to the French capital were exhibited at the World's Fair, and attracted much favorable attention. In London the tubers were put on the market, and they were readily sold at prices double what could be obtained for them in this country. Strong hopes of regular shipments soon are entertained. It is not expected that our exports of sweet potatoes will be limited to the tubers in their natural form, but will include the canned and desiccated products of the sweet potato.

Olive Production Decreasing.

French farmers are disposed to abandon the cultivation of olive groves, as in recent years the prices obtained for the oil have not been satisfactory, according to Consul Skinner, at Marseilles, in a letter to the State Department. Pure olive oil for edible purposes is at present practically unknown in any important market, according to the Consul, and the acreage devoted to olives in France is annually becoming less. This year's crop of olives, it is expected, will be a disappointment, as it was last year. Consul Skinner says in conclusion: "Even in France, the home of the olive, arachide oil—or peanut oil—is considered for some domestic purposes, and particularly for frying purposes, superior to any other product."

Proposals for Furnishing Potatoes and Onions.

Chicago, Ill., Aug. 13.—Sealed proposals will be received until 12 m., September 12, 1900, and opened by commissaries of following posts, each receiving proposals for his own post only, for furnishing and delivery of such fresh potatoes and onions as may be required at Forts Brady and Wayne, Mich., Fort Sheridan, Ill., Fort Thomas, Ky., Indianapolis Arsenal, Ind., Columbia Arsenal, Tenn., and Columbus Barracks, Ohio, for eight months, furnished on application. Envelopes containing proposals should be endorsed "Proposals for Fresh Vegetables," and addressed to Commissary at post bid for.

W. L. Alexander,
Chief Commissary U. S. A.

Over Particular.

"She's a strong advocate of the temperance cause, isn't she?"

"Yes, indeed. She never even entertains a doubt, because doubts are so often dissipated."

Order

RED, WHITE AND BLUE GRAPES

Direct from grower and get them fresh each day. Orders received by morning mail shipped in the afternoon. Every package of fruit warranted to be of same quality from top to bottom. Fruit farm just outside city limits. Mail delivered twice each day. Citizens Phone 2599-1.

W. K. MUNSON, Grand Rapids, Mich., Rural 4.

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.

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.

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

Branch Houses.

ESTABLISHED 1886.

References.

New York, 874 Washington st.

Brooklyn, 225 Market avenue.

State Savings Bank, Ionia.

Dun's or Bradstreet's Agencies.

The New York Market

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

New York, Aug. 25.—The coffee market has been very quiet during the week. There have been a good many out-of-town buyers of groceries here during the week, but they seem to fight rather shy of coffee. Still, prices are firm and holders are not at all inclined to make concessions. The crop movement continues quite heavy and the arrivals at Rio and Santos are running along something like 60,000 bags daily. In store and afloat the amount of Brazil coffee aggregates 779,760 bags, against 1,224,806 bags at the same time last year. No. 7 closes at 8½c. Mild coffees have been in about the usual demand, with Good Cucuta quotable at 10@10¼c. There has been more enquiry for East Indias and prices are firm.

There seems to be a good degree of confidence in the future of teas, but spot trading is rather light and at the auction prices were somewhat lower than previously reported. On the Street, however, quotations are well sustained and quite a volume of business has been transacted in some lines. The quality of arrival, is very satisfactory just now and very little is being rejected.

There is some improvement shown in the demand for refined sugars and orders have come to hand from all sections by mail and wire, and very frequently for carlots; in fact, more often than not. Withdrawals on old contracts have been quite free, and refiners are making prompt shipments.

Rice quotations remain unchanged. The demand is mostly for small lots from out-of-town dealers, simply to repair broken assortments. Foreign grades are quiet and steady, with desirable Japan quotable at 5c.

The spice market is dull and there is hardly an item of interest to be picked up. The demand is even lighter than usual at this time of the year and everybody seems to be taking a vacation. Singapore black pepper is worth in an invoice way 13¼c.

Molasses dealers report a better feeling. They say that evidence accumulates of small stocks in the hands of grocers generally and, as the fall trade is about due, there is a widening call. Stocks on hand are limited and the situation improves from day to day. Quotations remain unchanged.

Syrups are accumulating somewhat in supply and, with a falling off in export trade owing to high ocean freights, there is an easier feeling in the market, although quotations are practically without change.

There is slow but continued improvement in the canned goods situation and California goods are especially strong, as the output promises to be smaller than had been estimated. The weather in the Eastern part of the country has been rather "agin" good crops and, while terrific rains have flooded some sections, others are suffering from drouth and altogether the weekly report is unfavorable. Even the festive tomato, it is reported from Baltimore, is short and the pack may be cut down half; but such statements have been made many a time and oft before and they must be taken with caution. Prices of the fruit in cans, however, are firmer and the immediate situation favors holders. Prices of peas are generally firm and with an excellent demand the outlook is encouraging for the producer. New York grades, \$1.05@1.15.

Lemons have met with an active demand during the week and at the close are still going off like "hot cakes." Quotations are well held and for 300s the range is from \$5.25@6.50 per box; 360s, \$4.25@5.25. Oranges are in light supply and the demand is sufficient to keep the market well cleaned up. Valencias range from \$5@5.75 per box. Bananas are practically unchanged, the range being from \$1 per bunch for firsts up to \$1.35 for Port Limons.

Dried fruits are quiet and quotations are practically unchanged, although the

general tendency for almost everything is toward a higher plane.

The butter market retains its strength and adds thereto. Best Western creamery is worth 22c and is not easily obtainable for less. Grades that are off in quality sink rapidly in value and are hard to move. Imitation creamery is worth from 16½@18c and possibly more if strictly fancy.

No change of note has taken place in cheese during the week and fancy cream is held at 10½c for either large or small size.

Western eggs which are up to grade fetch 17c and are in good request. The hot weather and muggy plays smash with eggs in a very short time and to get fresh stock is a very desirable thing and a very difficult one.

Beans are quiet but firm. The market is steady and dealers are feeling very well satisfied with the situation. Choice marrow, \$2.10; choice pea, \$2.05 @2.10.

Chinese Proverbs About Women.

Respect always a silent woman; great is the wisdom of the woman that holdeth her tongue.

A vain woman is to be feared, for she will sacrifice all for her pride.

Trust not a vain woman, for she is first in her own eye.

A haughty woman stumbles, for she can not see what may be in her way.

Trust not the woman that thinketh more of herself than another; mercy will not dwell in her heart.

The gods honor her who thinketh long before opening her lips. Pearls come from her mouth.

A woman that is not loved is a kite from which the string has been taken; she drives with every wind and cometh to naught but a long fall.

A woman and a child are alike: each needs a strong, uplifting hand.

A woman that respects herself is more beautiful than a single star; more beautiful than many stars at night.

Woman is the ease for that which pains the father; she is balm for his troubles.

A woman who mistakes her place can never return to where she first was; the path has been covered up from her eyes.

A woman desirous of being seen by men is not trustworthy; fear the glance from her eye.

Give heed to her to whom children have come; she walks in the sacred ways and lacks not love.

When first a woman loves she fears; she fears not that to which she has become accustomed.

A mother not spoken well of by her children is an enemy of the state; she should not live within the kingdom's wall.

A woman without children has not yet the most precious of her jewels.

Give heed to the voice of an old woman; sorrow has given her wisdom.

A beautiful woman knows not her charms, therefore is she beautiful, more so than the colors of the sea.

Speak not ill of any woman; if a woman be not righteous what she is speaks for itself.

Like sheep that be leaderless are many women come together for much talk.

Was Such Rudeness Justified?

"It would appear that woman's mission on earth is to annoy shopkeepers," remarked a grocer the other day.

"How do you make that out?" asked a friend.

"Well, yesterday a woman called here and asked to sample some cheese. She tasted no less than five different makes and then coolly said she'd take a quarter of a pound."

"And did you supply her?"

"I simply said: 'My good woman, you've got that already,' and attended to the other customers. I don't think she'll annoy me again."

A Clear Case.

"What do you mean by saying music injured your health?"

"Why, that girl next door pounds her piano so late that we have to go to bed with all our windows shut."

Creamery Butter For Sale



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

PHELPS, BRACE & CO., Detroit, Mich.

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

R. Hirt, Jr.,

Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437 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.



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.

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.

Woman's World

Middle Ground Between Effeminacy and Boorishness.

Every woman despises an effeminate man. We feel that he has all of the weaknesses of our sex without any of its excuses and redeeming virtues and that he is poaching on our preserves—besides, when he is fidgety about trifles, set up nerves or goes into hysterics in times of trouble, we see our least admirable characteristics exhibited in him, as in a kind of grotesque enlarging mirror, and it fills us with contempt for one who is such a misfit in creation, who is neither to be respected for his power as a man nor admired for his beauty and grace as a woman.

It is disgust at the unattractive spectacle presented by the effeminate man that makes the big, coarse-fibered type of man so fascinating to so many women. He, at least, she says to herself, is strong and virile. He isn't the kind of man who is ready to drop with fatigue if he walks half a mile and who swoons at the sight of a mouse. He isn't the sort of a man who is full of indecision about what he thinks he thinks he would like to do and who has to call in the neighbors to help him make up his mind. He isn't the kind of a man who sits with his finger on his pulse, and imagines he has the whole category of deadly diseases. He isn't forever beset with fears and apprehensions. He may smash things when he gets mad, but he doesn't sit down and shed impotent tears. He may lack a few airs and graces that Mr. Sissy possesses, but he isn't an imitation woman. So she marries him, and sometimes, unfortunately, she finds out that after all he wasn't a man either. He was merely a brute.

If a woman's prejudice against the effeminate man frequently drives her to the opposite extreme, and to a worse lot in matrimony, it works even more harm in the way in which she raises her sons. It is this feeling which is responsible for nine-tenths of the roughness and boorishness and lack of manners that prevail among the boys of to-day. "I don't want my boys to grow up into being Miss Nancies," say the mothers, and so the lads are indulged in all their natural savagery. As soon as a girl is old enough to understand anything she is taught that she must try to make herself charming to other people; that she must be dainty about her person and clothes and that she must study the things that will educate and cultivate her tastes. No such lesson is impressed on the boy. He is permitted a brusqueness in conversation and a slovenliness in dress that would not be tolerated one instant in the girl, and when he does achieve a semi-civilization it is the grace of God, and not his raising, that is to be thanked for it. Furthermore, when you do find, here and there, an occasional woman who insists on her boys observing the same decencies of life she requires her girls to observe, who has them taught music and art merely as accomplishments, and who is trying to raise up gentlemen instead of boors, you will be sure to hear some idiot saying she is making her boys effeminate. One would think that refinement and good manners were a distinctly and exclusively feminine attribute and that a half-grown boy should no more be expected to be adorned with them than with long curls and a pink silk sash.

Little Janie's mother—and all the rest of us—would think that she had failed lamentably in her duty if Janie hadn't been taught how to come in a room and speak prettily to company. Little Johnny swaggers in with his hands in his pockets, his hat on his head, and grunts when he is spoken to, and his fond mamma thinks she has amply excused his shortcomings when she says, "Johnny is such a boy," with an emphasis on the boy, and we accept the excuse in the spirit in which it is offered, for in our experience boy and bad manners are synonymous terms. In all the length and breadth of human error no greater mistake could be made than not to teach a boy elegant, polished and refined manners. They are a letter of credit the world over, that we all honor at sight. We may appreciate the genius who is a boor after we come to know him; we may even love the man of brusque speech after we have gotten down below the surface, but it takes years for them to accomplish what the man of suave manners, of easy address, who knows what to say and how to say, does in five minutes. Let no woman deceive herself by thinking that she is going to make her boy effeminate by teaching him as good manners as his sister has. It is the very best inheritance she can give him. Good manners are not a weakness. They are the finest adornment the manliest man can have. The graven flower upon the sword makes not the blade less strong.

Another mistake mothers make is in seeming to think that it will make their boys effeminate to have household duties. I have known plenty of poor, tired, overworked women who slaved from morning to night over a cooking stove and broke their backs fetching in wood and water, while their sons, ten times as able to work as they were, developed their manliness and muscle playing base ball. Mother would work until she dropped in her tracks, and many a one has so died, but she would not demean her boys by making them sweep and wash dishes and make beds and do women's work about a house. Can any one in their senses think a boy less manly for helping his mother? On the contrary, if it is to lighten the burden of her who has borne so much for him, does not the humble dish rag in his hands become as knightly a symbol as the colors the warriors of old pinned on their helmet when they went out to do battle for their ladies? It is for a mother to teach her boy this, and to make him feel that nothing else is such a disgrace to his manhood as to let a woman support him. It is no more effeminate to get up and get breakfast to save his mother than it is to cook dinner on a camp expedition, and if more boys were brought up in the fear and admonition of this truth, we should have fewer hoodlums living on their poor old mothers.

As a matter of fact, in our fear of effeminacy we are like children frightened of the bugaboo their imagination conjures up. Why should it be thought any degradation to the august masculine character to resemble women? There are plenty of things we know that they would be much better off for being taught. We bring up our boys in utter ignorance of everything domestic, because that is supposed to make them womanly, yet anybody can see with half an eye how easily that makes them the victim of every female with whom they have to deal. No man can intelligently argue a question of household

economy with his wife, because he doesn't know anything about it. She says it costs so-and-so to live, and the children must have this and that. He may see that the net result is bankruptcy and ruin, but he doesn't know where the wastes and leaks are, so that he can stop them. It's the same way about his rooms and life at the club. When things go wrong he can only growl that the dusting isn't done properly or the things cooked right. He doesn't know enough to know how to remedy the defects. It is the futile protest of ignorance. Nobody teaches a boy to sew, yet how many dollars the poor bachelor might save in a year if he could take up a stitch here and there, like a woman? Even when he tries to sew on a button he is a sight to move one to tears. There was even a melancholy account in the papers last winter of a Brooklyn bachelor who, in trying to sew a button on his overcoat, sustained a severe injury. He would put the needle partly through the cloth, then force it further by pressing the shank against the wall, and then assist it through with his teeth. He was engaged in the latter part of the performance when his teeth slipped off the needle and he fell backwards from his chair, breaking his collar bone. That was an extreme case, of course, but every woman who has ever watched a man sew on a button and listened to his remarks knows that it is a place for reform and missionary work.

Men would also be benefited if their education included some elementary knowledge of color and material. We hear a great deal of the color-blindness of men. It is nothing, in most cases, but ignorance. A man would certainly not be less manly, and he would be far more agreeable as a husband, if he was

cultivated along this line. The majority of women will bear me out when I say that among the most agonizing moments of our lives have been those awful occasions when our husbands have brought us home a new dress or bonnet as a present or had the house papered in our absence as a surprise. A drawing-room papered in red and gilt like a bar-room, a bonnet of last year's vintage the milliner has unloaded upon him, a green gown, when we have a complexion like a saleratus biscuit! Such were the results. Dear fellow! And he meant so well; and we choked down our disappointment and breathe a prayer, "Lord, forgive him, for he knows not what he does," when he goes shopping.

Another thing—it is a little thing—but how much more agreeable men would be if they would cultivate women's gift of small conversation. Did you ever think what a very dull and silent world this would be if we depended on the men to do the talking? It's the woman who makes the pleasant little, interesting chit-chat about the house. Of course, men say that this is because they don't gossip. Nonsense. I've yet to meet the man who didn't like news just as much as any woman, and who didn't feel personally aggrieved if his wife knew any she kept from him. Then when he does occasionally arouse himself up enough to tell any he always does it in such an aggravating way. "My dear," he says, "I met Mrs. So-and-So this morning." "Did you?" you say, all animation. "What did she have on?" "Oh, I don't know," he says. "Something mighty pretty, a polonaise or chiffon, or whatever you call those things," and that's all you can get out of him. Surely, any man



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National Biscuit Co.

Grand Rapids, Mich.

would be a more agreeable companion for being feminized enough to be able to tell one kind of dress from another, if for nothing else but to be able to satisfy his wife's curiosity. For my part, I should like to see 'em all put through a course of cut paper patterns and Harper's Bazar.

We women are learning many things from our fathers and husbands and brothers. Turn about is fair play, and they would be equally benefited by learning some of the things we could teach them.

Dorothy Dix.

Correcting Others' Faults.

The higher courts of one of our neighboring states has been called upon to pass upon an important domestic question and to decide to what extent, and for what offenses of omission and commission, a man may beat his wife. In the case in point a wealthy farmer was convicted of having severely chastised his spouse because she could not see a squirrel he was trying to point out to her in a tree. He justified his conduct by quoting scripture to prove his authority, and furthermore urged in palliation of his deed that he was merely trying to correct some of his wife's faults.

In the present state of society the wifebeater gets but scant mercy from his more humane fellow-creatures, although there are undoubtedly many women who are what Jerry Cruncher called "aggravators," and there are cases when the badgered husband of an unreasonable wife may well agree with the hero of a popular comedy that while a man is a brute who strikes a woman, there are times when you feel like it would be the treat of the season to give her a good spanking. Neither may a man who points out a thing to a woman who can't see it be said to be altogether lacking in provocation. Which of us is not guilty in this way, in desire at least? Did you ever tell a joke to a dull person and have it fall flat without wishing you could pound a little humor into their heads? Did you ever know a silly person making the same old mistakes and failures year after year without wishing they could have some sense beaten into them?

The principal interest this case has, however, for most of us is to call attention once more to the folly of married people trying to correct each other's faults. Matrimony is not, as far too many people seem to think, a reformatory. The voice that breathed o'er Eden was not the voice of the schoolmistress or schoolmaster calling attention to one's lapses in grammar, or use of slang, or the way one eats soup, or wears one's collars. Still less is it a daily and hourly reminder of the things one ought to do and doesn't do, and does do and ought not to. It is all very well for those of our own household to say that they tell us of our faults because they love us, and because strangers will not. We escape the very first opportunity away from the unpleasant truth teller to those who are less veracious and more agreeable.

So far as a woman is concerned, there is nothing else in life that ever gives her such a shock as the first real, honest, unbiased criticism that she gets from her husband. All during the blissful days of courtship he has assured her that she was the one absolutely perfect being on earth. Whatever she did was right, because she did it. Her temper was nerves. Her willfulness, high spirits. How often she contrasted his appreciation with the brutal candor of

her brothers and sisters, and the unfeeling way in which even her parents looked upon her tantrums. Then no sooner is the ceremony over, and they settle down to plain living, than John calls her attention to her faults. It comes like a dash of ice water. She realizes that she is no longer an angel to him, but a human being with plenty of faults, and that he isn't mealy-mouthed about correcting them, either. Nothing is left her but retaliation. Fault-finding is a game that two can play at, and it is no wonder that the voice of the scolder so often drowns the voice of love in a home.

Undoubtedly correcting other people's faults is one of the most delightful occupations imaginable. It places one upon a pinnacle of mental and moral superiority. It thrills one with complacent vanity and self-satisfaction, and, besides, possesses the additional recommendation of requiring no sacrifice on one's own part of one's little vices and weaknesses, but it is full of danger. No affection is strong enough to withstand it, and unless a man and a woman are willing to take each other, faults and all, and with no idea of correcting each other's faults, they had better steer clear of matrimony. It is just as hazardous to try to correct a fault with the tongue as it is with a stick.

Cora Stowell.

Jealous of His Standing in the Community.

"One of our city credit men had a favorite customer named O'Brien," writes Harlow N. Higinbotham, of Marshall Field & Co. "He was a man of sterling worth and admirable force of character. He had been born in the atmosphere of a saloon and his earliest business training was in a disreputable place of this kind. Finally, when O'Brien married and became the father of several keen and attractive children, his eyes were opened and he determined to leave his old life behind him and bring up his children among associations of a far different character.

"In pursuit of this manly and progressive policy he went into the general merchandise business in the vicinity of 'The Dump' and became one of the most respected and substantial men in his community. And he was more jealous, perhaps, of his standing in the esteem of his neighbors than if he had always enjoyed their fullest confidence.

"After many years of prosperity and influence O'Brien came to the credit desk in a state of excitement which rendered him almost incoherent. He declared that he was immediately going to the store of a competitor to give that individual a beating that would send him to the hospital for the season. 'He's been tellin' my neighbors that I've been a liar, a thafe an' scoundrel,' said O'Brien, 'and it'll be gettin' to the ears of the children soon, I'm thinkin', unless I stop his mouth with my fist.'

"The credit man, in the attempt to calm and assure him, said:

"But why pay any attention to his slanders?—he can't prove them."

"Ah! that's just th' trouble! He can do all that! Didn't he know me in the days when I had as bad a place as could be found in the neighborhood of the Yards?"

"It was useless to argue against such candor, but he was at last persuaded to go back to his store and leave his reputation in the hands of his neighbors, who knew the rectitude and honor of his daily life. The pacific plea of the credit man unquestionably saved the competitor a terrible beating and O'Brien a public scandal. But the ingenuousness of his confession has passed into the traditions of the credit department."

A white cloud makes a good parasol, but a black one makes a poor umbrella.

Crockery and Glassware

AKRON STONEWARE.

Butters

½ gal., per doz.	45
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 05
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

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

Milkpans

½ gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5½

Fine Glazed Milkpans

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

Stewpans

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

Jugs

½ gal., per doz.	60
1 gal., per doz.	45
1 to 5 gal., per gal.	7

Tomato Jugs

½ gal., per doz.	60
1 gal., each	7
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

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

Sealing Wax

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

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

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

Common

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

First Quality

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

XXX Flint

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

CHIMNEYS—Pearl Top

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

La Bastie

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

Rochester

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

Electric

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

OIL CANS

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

Jobbers of Stoneware

A warehouse filled with all sizes. We are ready for your trade. Send us your orders.

W. S. & J. E. Graham, Agents,
149-151 Commerce St., Grand Rapids, Mich.
We are taking orders for spring.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

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 Meat Market

How to Locate and Conduct a Meat Market.

In the est blishment of a business, whether it be a meat market, grocery store or any other style of retailing, the location, while not everything, is highly important. Do not locate so near any undesirable business or locality that it will keep ladies without escorts away, as they will be among your best customers. A man can go almost anywhere without being made the subject of criticism, while a woman cannot, and every woman knows this. Nearly every possible woman customer also knows the desirable streets in your town and the undesirable ones. If the street hasn't a first-class reputation, they will not care to be seen in the vicinity, and every woman knows that her reputation is always at stake, so she generally steers clear of all such locations.

One side of most all prominent thoroughfares is generally better for business than the other. Three hundred persons may be passing on one side of the street in the same time it takes one hundred to pass on the other side. The rent of the 300 side will be greater than across the street, but it often pays to pay more and "get the best." This is particularly true in this case if your location is on a street where you can do a cash or largely cash business. People who buy on credit are not so particular, are willing to go around the corner if they can only get trusted, but those who buy for cash buy where it is most convenient, other things being equal.

Once located, arrange the room so as to get the best possible light for use evenings and dark days. The more light you have the more attractive your store will be, the more people you will get to come and the more business you will do. Some dealers really seem to thrive in dark stores, but if the same dealers had more light, so customers could see what they kept without using an extra pair of spectacles, these dealers would thrive still more.

In the selection of fixtures, no matter whether they cost much or little, first see that they are as nearly dust proof as possible and next that the exterior finish is plain enough to prevent a "cheap" look and also enable you to keep them perfectly clean. In buying your stock, use great care to get the best goods in the various lines that can be had at the price. Satisfy yourself that you are buying the right goods and are not paying too much for them.

Talk with your employees about the general conduct of the business; they all have some ideas, and you can never know too much about the business even if you live to be 200 years old. Some of the clerks' ideas may be practical—if you think so, adopt them at once. Study the matter of show window arrangement and aim to have the most attractive windows on the street. If you can arrange your windows in a sufficiently novel manner to attract attention people will stop and look in, talk about the arrangement and, still more important, buy goods. The entire arrangement of your show windows should be changed frequently—the oftener it is changed, provided a good assortment of goods is shown in an attractive way, the more business you will draw into the store.

Keep your store clean; work at it all the time when not otherwise employed. Don't consider it time wasted if a clerk spends half an hour rearranging goods.

If your sidewalk is such that it can be made clean by sweeping it off, keep it swept off.

Always be courteous to traveling salesmen, even if you can't buy. Sometimes they have real bargains—when they do they offer them to men who have always acted gentlemanly to them, never to the short, gruff kind. Traveling men of experience have seen more of the world than the average man they sell, consequently they are sometimes able to offer suggestions about the general conduct of your business which can be used to financial advantage.—Arthur Wetmore in Butchers' Advocate.

Cheaper Meat Not in Sight.

The improvement in cattle in due to two causes, an increasing population of beef-eaters on one hand, and a decreasing meat supply of cattle, hogs and sheep on the other. There are 20,000,000 more beef-eaters in the United States to-day than there were twelve years ago, and as these days are days of prosperity the per capita consumption is rapidly increasing. With this indisputable fact staring us in the face, we find the number of beef cattle in the country is smaller by 11,000,000 than it was twelve years ago. Population has increased 30 per cent; cattle are being marketed at least one year younger than formerly, which in itself cuts down the supply considerably.

The first effect of an advance in the price of beef is to cause consumers to buy more pork and mutton, but these meats, too, have greatly advanced. There were 14,000,000 more hogs in the United States in 1890 than on Jan. 1, 1890, and there were 11,000,000 more sheep in 1883 than there are to-day. The average price of beef cattle in 1889, was \$15.10! To-day it is over \$27.

How long will the present era of high prices last? This is the paramount question of the hour. We must judge the future by the past; study the past and you will find that herds and flocks and drovers' supplies increase very slowly when meat finds a ready market. Producers are tempted by immediate profit to part with animals they would otherwise have kept for breeding purposes. Then, too, our export trade is assuming vast proportions. England alone last year imported \$200,000,000 worth of meat and \$225,000,000 worth of grain products. The United States furnished 65 per cent. of this supply. Of the 600,000 live cattle imported by England in 1899 the United States furnished 380,000 head, for which she received nearly \$35,000,000, and 100,000 sheep, for which she received \$700,000.

It is evident that the foreign demand is not likely to diminish. Are we liable to run again into an oversupply? The present conditions of the cattle trade have come about from the reason that for a long time the cattle industry was not profitable. It was then that the great foreign and home cattle companies went out of business, and those that stayed in depleted their herds by selling off their young animals, spaying the heifers which under normal conditions would have been kept for breeding purposes. Owing to these facts, and many others that might be stated, it is safe to say that it will require years to increase the numbers by breeding up to the point of supply. So, consequently, a prolonged period of good prices is assured.

F. M. Woods.

Doctors seldom disagree when it comes to bleeding the patient.

Ingenious Method of Saving Time.

Verily, this is a rapid race which man is running, but to the thinking mind it is a serious mistake to crowd too much business into life. Man needs relaxation from business cares as much as he needs his food. By crowding time more may be accomplished for a while, but it's against nature and is bound to tell later in life. But, right or wrong, a New York man has struck a way of rushing business that is very interesting, to say the least. Edward Fisk, a millionaire merchant, has put the automobile to its latest and most curious use. Mr. Fisk is, first of all, a business man, and of all things he hates worst of all to lose time. His house is in the suburbs—a good hour's ride from his place of business—and he has always regretted the time necessary to travel between the two places.

With an idea of saving this time he has had a special automobile built, with room for a roll-top desk, a nest of pigeon holes, a typewriter's table, and

chairs for a couple of callers. One end of the automobile is partitioned off, and there Mr. Fisk has fitted up a dressing room. When he starts for home in the evening he can sit down at the desk, and, while the automobile is rolling over the pavements, dictate letters to his stenographer or examine papers with as much convenience as if he were still in his office.

On the other hand, if he wishes to dress for dinner he is able to retire to the automobile dressingroom, where is kept a dress suit and other necessities, and there complete his toilet before reaching home. By the use of the automobile Mr. Fisk claims that two and a half hours, which would otherwise be wasted in traveling, are saved for business purposes.

Tread Lightly.

"Hush, not so loud! We're having a conference of the powers."
"Eh! Who is conferring?"
"My wife, my mother-in-law and the cook!"

Make a Butter Market

If business is dull create a want—make a "fancy" butter market by teaching your dairy customers the value of PURE salt in butter making. The question of making better butter is simply one of using the best salt—"The Salt that's All Salt."

Diamond Crystal Dairy Salt

It imparts the flavor of "fancy" brands and keeps it there. It is the only salt above 99 per cent. pure; the only salt that immediately dissolves and leaves the butter free of grit and spots. You will sell more butter and most salt if you are stocked with DIAMOND CRYSTAL SALT.

Let us send you our salt booklet.

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

Butter Wanted

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

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

Coupon Books for Meat Dealers

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

Tradesman Company, Grand Rapids, Mich.

OUT OF PLACE.

Sharp Criticism by a Generous Friend of the Tradesman.

A leading Michigan merchant and an old-time friend of the Tradesman writes as follows concerning an article republished last week from the Grocery World:

As one of the merchants who has taken and read every issue of the Michigan Tradesman and who expects to take it as long as life lasts, I am surprised and pained to see you give place to the article entitled "Wants Drinking Men" on the 15th page of your issue of Aug. 22.

When you first started the Tradesman, back in 1883, I occasionally noted the presence of articles which I considered unworthy of publication in a high-class trade journal—which you aspired to make the Tradesman from the very start—and you will probably recall the fact that I occasionally called your attention to such matters at the time and suggested that you use extra precaution to keep the contents of the paper up to the high standard you had undertaken to maintain. Although nearly twenty years have elapsed since that time I well remember the cordial manner in which you received my suggestions and I treasure to this day the generous letters you wrote me at that time, setting forth in detail the ambition you then cherished to make the Tradesman a moral force in the realm of the retailer, without pretending to be a moral leader; that you expected to be able to inculcate good morals and temperate actions without masquerading as a religious or temperance organ. I well remember how thoroughly I became converted to your theories and how heartily I espoused your plans and shared your ambitions, because I realized that the Tradesman is taken and read by thousands of merchants and clerks who would not think of subscribing for a religious or temperance publication.

No parent ever watched the gradual

growth and development of a child more carefully than I have watched the career of the Tradesman. I have rejoiced over its successes and grieved over its defeats, because the Tradesman has come to be a part of my very life. To it is due, in no small degree, the success I have achieved as a merchant, financially and otherwise. I have frequently made \$5 on a single purchase by observing the hints and suggestions embodied in a single issue. I have come to treat my clerks with more consideration by reason of the thoughtful articles along these lines you have printed so frequently. I know to a certainty that my store assistants are better clerks and better men because they have read the Tradesman and given due heed to the valuable suggestions you are offering from week to week. I make it a practice to read the Tradesman on Thursday and that night it is taken home regularly by one of my clerks, who returns it to the store the next morning. Friday night the paper is taken home by another clerk and Saturday night it is invariably placed in my basket for the Sunday reading of my family. Every member of my household finds something of interest. My wife and daughter insist that Dorothy Dix and Cora Stowell are the best and brightest writers for the press with whom they are familiar, and the topics treated from week to week by these writers afford material for many an animated discussion between them. My son reads the Clerks' Column with as much zest as my store assistants and insists that the constant perusal of that department has already broadened his ideas and given him valuable suggestions which he will put into practice when he finishes his school career and enters upon his business career behind the counter.

All this by way of explanation as to why I think you erred in admitting the article relating to drinking men in the columns of the Tradesman, whose pages for years have been free from taint or immoral suggestion. True, you do not give the article editorial endorsement,

and the writer himself expressly states that he does not agree with the conclusions of the grocer quoted, but I can not help feeling that anything which puts a premium on the drink habit or tends to exalt John Barleycorn as a hero is a very serious mistake; and I think, when you come to look over your career as editor of the Tradesman and recall the hundreds of sensible, thoughtful articles you have printed in the interest of retail clerks, you will agree with me that any contribution which tends to place a premium on intemperance, even out of business hours—although the article may have the express disapproval of yourself and the writer—is unworthy of the Tradesman, unworthy of its editor and not in keeping with the high standard you established for your publication seventeen years ago.

Mid-Summer Advertising.

Advertising done in mid-summer is never profitable in bringing direct results, but its effect is always felt in the volume of business done in the fall.

Say what theorists may, the stern facts are that as long as Old Sol makes life uncomfortable, and a constant study how to keep cool, it is almost impossible to get enough people to answer advertisements to make directly profitable advertising.

Attractive, forcible, startling or even sensational advertising at this season of the year could never induce you, or me, or any one else to desert our cool nooks long enough to answer advertisements. We may read them. We may remember what we read, and when cool, comfortable weather sets in again we may remember those advertisements that have impressed us, and when we need the goods those advertisements advertised may order them, but not at the time when the mercury is trying to escape at the top of the tube.—Mail Order Journal.

Trading Stamps Soon to Be a Reminiscence.

From the Hartford Post.

A law which goes into effect in New York on September 1 renders trading stamps illegal and prevents their use. Such a law has long been in force in Massachusetts. In Connecticut and Rhode Island the merchants haven't succeeded in getting legal protection. The statute is too late to do much good, but it will answer for a funeral sermon. The trading stamp scheme, which grew up over night and flourished like a green bay tree for a while, is rapidly becoming a subject for the obituary. In Connecticut it is already practically extinct, and during the past year its descent of the toboggan slide of popular disfavor has been rapid. The device looks plausible at first blush, but experience shows that in the long run it doesn't produce a tithe of the net results of systematic newspaper advertising. The trading stamp was a costly experiment.

At the session of the Connecticut General Assembly last year a bill outlawing trading stamps and similar coupon schemes was introduced. Petitions from merchants in various parts of the State backed up the proposition. The judiciary committee recommended the rejection of the original bill and the passage of a substitute. The substitute measure found favor in the house, but ran into a morgue in the senate. The combined opposition of the trading stamp companies defeated the bill. Thereupon merchants' associations in several parts of the State showed what could be accomplished without law, and they entered into a voluntary agreement to discontinue the use of the stamps. Not far hence is the day when the use of trading stamps will be a reminiscence and nothing else.

A great many merchants take so much satisfaction in the fact that their advertisements are well written that they never go to the trouble to find out if they are paying.

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

THE CLERK WHO SUCCEEDS

Must Have Tact and the Ability to Make Friends.

The young man who is making his way through the world, depending upon his energy, industry and intelligence to lift him higher, must not neglect to cultivate the study of mankind. No matter how efficient he may be in other qualities, if he is not a judge of men he is doomed to failure.

A man must possess the faculty of winning the confidence of other men and of making them his friends if he would be successful in any way. This faculty, or gift, is born with some. They touch a sympathetic chord in every one they meet, are given a hearing when more worthy men are turned away, and succeed along their chosen lines when men of immensely greater ability plod along at the foot.

If we say they possess tact, we only half express it. Tact is saying and doing the right thing at the right time to the right person. Tact prevents blunders that would make enemies, but does not necessarily make friends. Tact is the form, but the feeling lies deeper down. To make friends, tact must be present, but the heart only can tie the knot of friendship.

The strength of youth is its unlimited hopefulness. Success is just around the corner; in a few years, at most, she will be overtaken; then come ease and luxury! The great majority of those in the race never catch a glimpse of her robes, and the ones who lag farthest in the rear are those whose manners were so unsympathetic or forbidding that the men who could and would have helped them refrained, perhaps at the critical moment, from saying the word or doing the thing that would have advanced them.

I am at this moment interested in a man who is out of work and who is struggling bravely to find a position. When he is not near me I study how I can help him, and canvass friends who may need a man and who would give my recommendation some weight. But when he comes to see me he has not talked five minutes before I begin to think that I wouldn't want him near me all the time; and, feeling so, I wonder if it is right that I should commend him to others. He has not tact. He does not permit me to get half way through a sentence before he interrupts me to agree with me, while he proceeds to finish my sentence in an entirely different way from what I had intended. I conclude that it is not worth while to go back and finish in the way I started out to do, so let it go as he left it, but I do not volunteer any further remarks. When he goes away I still wish as much as ever that he was at work, but I am hoping that he will find a place without my having to make a special recommendation.

Every young man, with the competition of life around him, should probe deep down into his own soul and learn for himself just what is the measure of his capacity to win the good will of other men. He should be absolutely honest with himself, listening to no flattering tale, but facing the truth fearlessly.

I recall another young man who was visiting in a city for a few days and was taken by his host to call upon the head of a wholesale house that he might see how business was done in that busy place. The young man and the merchant talked together for an hour, and the latter drew from the youth the story

of his life thus far and his aspirations for the future. That evening the merchant called upon the host, and as he took his leave particularly requested the young man to call upon him in the morning. He then said:

"Some remarks you made yesterday kept repeating themselves to me after you went away. I think you are possessed of the spirit that succeeds. I want a man in my office; if you wish to take hold you may."

The offer was promptly accepted and neither man ever had cause to regret it.

As any man studies his relations with other men, and analyzes the position in which he holds those whom he meets in either a social or business way, he must confess that he divides these into two classes: those who attract and those who repel him. There is a small percentage to whom he is indifferent, but the great majority are in the two classes I have named.

A man who intends to succeed must have friends. These are not to be bought or borrowed ready made; they must be evolved out of the men and women whom he meets, both in social life and in business. How shall he do this? I know of no better rule than that given in Proverbs: "A man that hath friends must show himself friendly." If this was given as the rule by which a man shall keep his friends, much more is it the law to be adopted by which one shall create friends for himself.

The result of the efforts to make friends is no less important to the clerk in the smallest grocery store than to the salesman in the largest wholesale concern. Both rise or fall by their power to please their employers and customers.

When I miss my favorite clerk at the grocery I am quite prepared to hear that he has started in business for himself. All who dealt with him liked him; many have promised that if he started for himself they would give him their trade, and have followed him. His capital in friendship is far more valuable to him than his dollars.

The salesman who has been calling upon me for years, and who has won my regard, now tells me he is traveling for himself, having started in business with a partner, and he is certain of my trade to as great an extent as I can give it to him.

There is a class of people who make friends easily, but who do not hold them. If they are traveling salesmen their first trip is usually a good one, but each succeeding trip grows poorer until they are dropped. It does not seem to be because they are insincere, but because they do not wear well. All that there is in them is on the surface.

There are others who are much too friendly in appearance upon short acquaintance. They ask about trade with such gravity of tone as if they had come these hundreds of miles to get the answer to that one question. You feel that they are acting a part, and you are not complimented that they should think that you are deceived by it.

By far the larger portion of mankind can think only of themselves; the I, with them, is so extremely large that they spend most of their thought and time in efforts to impress the world with a proper sense of their fancied importance. A person belonging to this class can never forget himself long enough to take an interest in his auditor. He not only lacks tact, but he is wanting in common shrewdness.

The interest that makes friends must be both kindly and honest. The clerk and salesman must forget himself; must think only of the one purpose, to make the person his friend. This is not accomplished by fawning upon men, nor by echoing their opinions, but by an intelligent acquaintance with human nature that pushes one's self into the background and sees and brings out the best in others. He must follow out the injunction laid down for keeping friends and "show himself friendly."—William H. Maher in Saturday Evening Post.

Growing Rubber Trees.

Native Indian gatherers, intent only upon present gain, can not be expected to be more thoughtful of the future of a tree than they are of their own, and they either cut so deeply as to injure the woody fibre of the tree or leave it with great gaping wounds that can not heal. It is inadvisable to draw too heavily from the tree, for other reasons than the direct injury that results from the loss of its life-sustaining fluid. Owing to the soft nature of the tree, a clean incision made in it will drain but a comparatively small area before the swelling wood closes the wound and stops the flow. In order to drain the trees more completely, the short-sighted natives do not stop at making a cut, but chop out a piece of the bark to prevent the wound filling up. Such an injury soon renders the strongest tree a prey to water, fermentation, ants and beetles that enter the wound and get under the bark.

In a plantation where proper supervision is possible scientific culture will doubtless do much to overcome many of the evil results of the crude methods of the forests. If even a small per cent.

of the results obtained from isolated trees can be secured in a rubber plantation, the investment will be a good one. Those who hold out the bait of 1,000 per cent. profits in rubber culture have no means of knowing that such results can be obtained. Experienced planters, who have faith in rubber culture, who are planting rubber trees, and who have no land to sell, are not contemplating any such profits. A conservative planter, who has had years of experience in the tropics of Mexico, figures that at the end of eight years his rubber trees will yield one pound of rubber to the tree. With 275 trees planted to the acre, and his estimated profit of 40 cents gold per pound, it is easy to figure out a profit of more than \$100 per acre. After eight years, as the trees grow older, the yield will gradually increase until it may reach pounds. This many look upon as the limit to which a tree may be tapped without danger of injuring the tree and curtailing its life, or at least the production the following year.—Modern Mexico.

A Child's Philosophy.

It is one of the prime secrets of happiness to recognize and accept one's natural limitations, but philosophy of this kind is perhaps hardly to be expected of children.

A little girl had sent back her plate for turkey two or three times, and had been helped bountifully to all the good things that go to make a grand Christmas dinner. Finally, she was observed looking rather disconsolately at her unfinished plate of turkey.

"What's the matter, Ethel?" asked Uncle John. "You look mournful."

"That's just the matter," said Ethel. "I am mor'n full."

And then she wondered why everybody laughed.

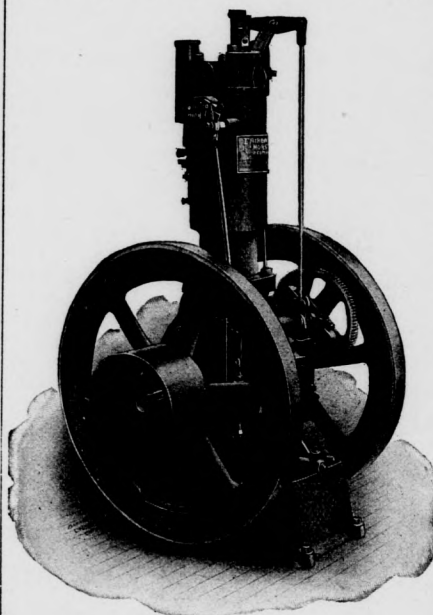
Fairbanks-Morse Gas and Gasoline Engines

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.

Commercial Travelers

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

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

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

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

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

Bitter Feeling Against the Lake Shore Railway.

The action of the Lake Shore Railway in withdrawing from the Northern Mileage Bureau is almost the only topic of conversation among Michigan traveling men nowadays, and it does not require a great amount of foresight to predict that, before the Lake Shore is through with it, the management will have occasion to regret its action. A Grand Rapids traveling man who undertook to buy a Northern mileage book at a certain Lake Shore depot the other day was told by the agent that the books were no longer for sale by that line, greatly to his regret, because he realized that the action of the management was a very serious mistake, inasmuch as it would cause a very material lessening in the receipts of the Kalamazoo branch. The traveling man replied that he could do three-quarters of his traveling between Kendallville and Grand Rapids over the G. R. & I., instead of going over the Lake Shore, and that he thought he could divert seven-eighths of the freight to his customers to the Grand Rapids & Indiana also. Not only are the traveling men doing all they can to get their customers to divert freight from the Lake Shore, but they are organizing in each city in the State for the purpose of securing the pledge of the buyer of each jobbing house to agree to have his incoming freight shipped by other lines than the Lake Shore. Several Grand Rapids jobbers have already agreed to this arrangement until such time as the Lake Shore restores the Northern book to its former place on their line. If it is a fact, as has been stated, that the train gates cost the Chicago & West Michigan Railway \$100,000 in the loss of passenger and freight earnings, the traveling men confidently expect to be able to divert a million dollars' worth of business from the Lake Shore road during the next twelve months. An Adrian traveling man called at the office of the Tradesman last week and said that while three-fourths of his freight—his house is located in another city than Adrian—has been going over the Lake Shore, he has mapped out routes by which he can divert seven-eighths of his freight to other lines.

The fight is not only between the traveling men and the Lake Shore road, but is between the jobbing houses of Michigan and the Lake Shore road as well, because the withdrawal of the Lake Shore from the Northern Bureau renders it necessary for every traveling man who travels over the Lake Shore to pay cash fare. No Michigan traveling man who respects his calling and is loyal to the Northern book—and every Michigan traveling man comes under this category—will consent to purchase or use the inconvenient mileage book of

the Central Passenger Association, and, of course, the extra money he has to pay in cash to the Lake Shore road comes out of the house for whom he travels and must result in the retail merchants who do business along the line of the Lake Shore paying a little more for their goods than those merchants who happen to live on the lines which belong to the Northern Bureau. It is thus in the interest of every retail merchant, as well as every jobber, to discriminate against the Lake Shore in every way possible, to the end that it be brought to time and made to see the evil of its ways and return to the fold with as little delay as possible.

The Tradesman will have more to say on this subject hereafter and, in the meantime, it suggests that the traveling men in every city and every town meet and discuss this matter in all its aspects and present a solid front, because if the Lake Shore can pull out of the Northern Bureau without serious loss, other railroads may be inclined to do the same thing, with the result that the traveling men will lose all the ground they have gained by years of agitation and constant effort in the direction of obtaining a mileage book which shall be good on all trains in Michigan.

Geo. A. Rysdale, who has come to be regarded as the greatest baseball crank among the Grand Rapids traveling men, thought he had arranged for a contest between the baseball enthusiasts of Grand Rapids and Saginaw, having received an acceptance of the challenge he recently sent the Saginaw traveling men through E. H. McPherson, editor of the Storekeeper. Elaborate preparations were made for the entertainment of the visitors, who were expected here on the noon train last Saturday, including dinner at the Morton House and a drive around the residence portion of the city in a trolley prior to the calling of the game at Reed's Lake. A short time before the train was due a telegram was received from Mr. McPherson stating that his players failed to show up at the depot, and the dinner order and other arrangements were hastily cancelled, greatly to the disgust—and somewhat to the expense—of Mr. Rysdale and his associates.

A traveling salesman says that he once upon a time invited four buyers to indulge in liquid refreshments. Ranged in front of the bar three gave their orders. The fourth man declined, saying that he never indulged. The salesman urged him a little. "Well, if you insist upon it, I will take ten postal cards," said the man who would not drink, and the other fellows are still wondering what he would have ordered if the drinks had been twenty-five cents each.

Morton Miller, who has covered Northwestern Michigan for the past three years for the A. H. Lyman Co. (Manistee), has purchased a drug stock at Milan and retired from the road. He is succeeded by W. A. Stecker, head clerk for Geo. D. VanVranken, the Cadillac druggist.

W. E. Partlow, formerly landlord of the Livingston Hotel, has taken the management of the Hotel Normandie, at Detroit. Mr. Partlow has many friends among the traveling men who will be pleased to learn that he has secured so large and popular a hostelry.

Some men are so forgetful that they always fail to remember the poor.

The Impossibility of Self-Concealment. Written for the Tradesman.

"When you come right down to the facts in the case," appearance, manner and tone indicated that the man knew what he was talking about and believed what he said, "there isn't one of us who can successfully hide from the world what he wants to conceal. I've been on the road a good many years and the choicest fact that experience has taught me is that the man who tries to cover up is the one who by that very action gives himself away."

Without taking any of the bets which the astounding statement called forth, the speaker banished with a breath from his vicinity the fragrant smoke of an unusually fine cigar and continued: "It's a fact and I have never known it to fail. The man with something which he wants to hide is the first one to let it out. A young man gets struck on a girl. Hide it? I guess not. He thinks he does and every other fellow is nudging his neighbor and laughing at him. 'That girl? Huh' and he mentally pats himself on the back for fooling the crowd!"

"Seen the last Tradesman? Notice how the gripist turned the tables on the old duffer who wilted the minute the drummer pricked his pomposity? Same idea. Without meaning to, the man showed his tender spot, the salesman read him and went for him; and I believe that a man's success as a salesman on the road depends a good deal on his ability to read his customers."

"Do you know Pentworthy, the Detroit traveler? No, the fellow isn't a fool; he is considerably more than half witted and everybody laughs at him. Nobody takes him seriously but the house he works for and the way that fellow piles up the business for them is a caution. He is a double example of what I'm saying. He'll work around a customer half a day until he finds his pet spot that nobody else has found and then he goes for him. He misses it, as everybody does, occasionally; but when he gets through whipping the commercial trout stream, there is no use for another fellow to try it. That man was a puzzler to me for a long time. He never seemed to be doing anything. I've known him to let other traveling men come in and take his customer off his hands, but he was the only one who landed him. Finally, I caught onto him, and the minute I tested him by his own standard, I had him. If you want some fun, give him a good cigar some day and get him to talking. You'll get double the worth of your money. Conceit? It's no word for it. It fairly oozes out of him; but that's his lookout. Let him alone and pretty soon out it comes and he goes off thinking his secret still safe. Nineteen times out of twenty it is, for the nineteen know he is lying and bragging and give him and what he says no further thought."

"Fellow in Milwaukee left the cover of his individual dinner pail off the other day, so to speak, and now he is looking out for a job. Got to loving his neighbor, a Denver widow, as himself and his wife didn't like it. He is another one of these smart Alecks that nothing but an X-ray can show up; and here's ten to one that the fellow was himself the very one to arouse his wife's suspicions so as to put her on his track."

"Here's a story all the way from Scranton. One of these whited sepulchers, full of the dead men's bones that they themselves have killed, who like to have a class in Sunday school for the

sake of ruining the boys that are in it, found it to his personal advantage to skip the country. He turned up in Arizona, where for a while there was every reason for believing that the manhood Heaven creates in every one of us was going to assert itself. It was no go. About the time everybody was taken with that pious face which they trusted he forgot to put the cover on one day and there he was, the same old devil, not a bit the wiser for his endless experience and giving himself away just as he had done before a thousand times."

The man threw away his cigar stub and went to his room, leaving the crowd glad that he didn't take their bets.

Gripsack Brigade.

Frank M. Tyler, who has been critically ill for several days by reason of a recurrence of his old liver trouble, is so much better to-day that his physician insists that his chances of recovery are excellent.

Senator McMillan has seen fit to antagonize the traveling men of Michigan by selecting ex-Governor Rich as the manager of his campaign. When Rich was Governor, he played into the hands of the railroads in the mileage book matter and treated the traveling men so treacherously that they will never forgive him if he lives to be 100 years old. A few months later, when he asked the privilege of appearing before the Lansing convention of the Michigan Knights of the Grip to explain his action, he was refused the privilege, which was one of the most humiliating defeats ever administered to a crafty and treacherous politician. Knowing this, as he must, the Tradesman is greatly surprised that Senator McMillan should select as his chief lieutenant a man who is so utterly obnoxious to the rank and file of the traveling fraternity; and, while his action will probably not prevent his return to the Senate, it will necessarily result in his receiving little assistance from a class of men who would otherwise be glad to throw the weight of their influence in favor of his re-election.

The traveling men of Michigan are up against a fight which is worthy of their steel, inasmuch as their adversary is the Vanderbilt corporation known as the Lake Shore & Michigan Southern Railway. For some reason which the Tradesman is unable to fathom, the management of this road apparently cherishes resentment of some sort against the traveling men, in consequence of which it has been more difficult for the traveling men to obtain concessions from this line than from any other road in the country. The Lake Shore hesitated long over the adoption of the Northern mileage book and, despite the fact that the book is giving entire satisfaction to the traveling public and is conceded to afford the railroads ample protection against the scalper, the Lake Shore throws the boys down at a critical period in the career of the book, without giving any reason whatever for its action. Luckily, the traveling men have a remedy, as foreshadowed elsewhere in this week's issue of the Tradesman, and it goes without saying that when it comes to playing with fire, the Lake Shore will find that there are others who are quite as expert in this branch of business as the management of the Vanderbilt corporation, which snaps its fingers at the traveling fraternity and dares the boys to do their worst, which they are proceeding to do with great zest and with every confidence in the ultimate victory of their cause.

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.

An Examination That Means Something.

Written for the Tradesman.

Had the members of the Michigan State Pharmaceutical Association, attending the meeting recently held in Grand Rapids, been a gathering of schoolmasters, they would have heard discussed and settled a question which, for years, has been the torment of their lives. Even the civil service examiner, whose often irrelevant questions have subjected him to the harshest criticism, would have found comfort and consolation in the conclusions reached and, while the future examinations would not be a whit the easier, they would be more in harmony with the end to be attained and meet the approval even of candidates who fail to pass.

No one more than the examiner knows how futile the most carefully prepared questions are. Chance often stands at the students' sides and helps bravely along too often the very one who should receive no help. The dunce in the class comes off with flying colors and the real student, days after the examination, can not understand how he could have blundered so. The sensible conclusion in either case has been so far: "Oh, well, what's the odds! the question had no practical bearing any way. Everybody is liable to make that sort of mistake and a molecule more or less neither kills nor cures."

It is found, however, that it does make a difference. It is found that a student with a circumstantial memory fairly flies through an examination and leaves the room early, with an ill concealed contempt for the stupids still stumbling over the easy questions. Here is a case in point:

A druggist wanting a dispensing clerk and hearing of an examination about to be held at a School of Pharmacy made it a point to be on hand for the purpose of finding a man to his mind. With the most of mankind, he was sure that a man who can "put it down in black and white knows it" and that was the man for him. Theory is one thing and practice is another, but they are combined only in the head with a hand skillful enough to do the instant bidding. He was allowed to look at the questions and they pleased him. That quantitative and qualitative analysis was just the thing. Whoever should successfully pass that chemical Scylla and Charybdis was the man for him. First come, he was the first served and he engaged the man whose examination pleased him at the head of the list examined. With a delight that knows no bounds he took his prize home and let him loose in the department he was to direct. Then came the real test; and the Scylla and Charybdis man, who could rattle off formulas as fast as a horse can trot, could only rattle! He "fell down" in filling the first prescription and that was the end of him.

Here is another instance soon stated—and there are "lots of 'em," as every examiner knows: "He cribbed through." How, he and the Lord only know. A piece of paper put where it did the most good, an "illustrated" cuff, carefully prepared finger nails, the ordinary ways of the wicked, all turned to, and through the rascal came. What's to be done about it? There are the questions; there are the correct answers and there, too, is the student's record of daily failure for the whole of his course. Luck and cunning have helped him and, a victor, he swaggers with a chuckle from the presence of the examiner, receiving later the result of a successful examination, which all concerned know he never honestly passed.

"But what are you going to do about it?"

The Association has satisfactorily answered the question: It is a thoroughly practical one. Put only the daily work of the pharmacist into the hands of the student and him into a room with the needed outfit. Press the button and let him do the rest.

"Yes, but!"

The but has been looked out for. Both peninsulas can be visited at stated periods by the examiner, amply provided with the needed apparatus. That is all there is to it. Luck-help has been reduced to the minimum. Cheating will have no chance and the druggist who engages a clerk passing that kind of examination will get one who can write the formula if that is wanted and, what is more to the purpose, can correctly and rapidly fill it out.

The druggist has settled the examination question from his standpoint. It remains to be seen if the school master can turn the laudable result to a practical account in the school room.

R. M. Streeter.

Move in the Right Direction.

The Tradesman finds everything to commend, and nothing to condemn, in the determination of the Michigan State Pharmaceutical Association to do away with all advertisements in the annual reports of that organization. The custom has long been looked upon as a species of blackmail by the solicitor of the advertisement, as well as by the party solicited, and the change will receive the commendation of all concerned. No benefit accrued from it to anybody and to the reader, interested in the proceedings of the Association, it was only an annoyance.

The action is an indication that the Association has got beyond the critical period of its existence. It has become confident of itself. It believes in itself and is ready to extend that belief to the world around it. Yearly its importance increases, its world widens and its sphere of usefulness is reaching out in unexpected directions. So strengthened, financially as well as morally, it takes a bold stand against an evil which it condemned from the first and consented to reluctantly on the ground of necessity. That removed, it hastens to put itself on record by a resolution, removing at once and forever a practice which is getting to be too much a custom in the world of business. A society or an association that has to resort to any species of blackmail to live is not one deserving existence and the Tradesman congratulates the Michigan State Pharmaceutical Association for this convincing proof of its prosperity and the implied continuance of it. Its worthiness and usefulness have been conceded from the earliest conception of the Association.

The Drug Market.

Opium—Is weak and steadily declining.

Morphine—Is unchanged.

Quinine—On account of the higher price for bark at the Amsterdam sale last Thursday, German manufacturers advanced their price 2c. They are now on an equality with the American. Another advance is looked for.

Carbolic Acid—In large bulk has advanced 2c per lb. and is tending higher.

Oil Almond—Has advanced 2c per lb. and is tending higher.

Cantharides—On account of small stocks and higher primary market, has been advanced.

Cocoa Butter—Is very firm, both here and abroad, and is steadily advancing.

Cod Liver Oil—Has been advanced \$2 per bbl. and is very firm in the primary market.

Glycerine—Has been advanced by manufacturers and the tendency is decidedly upward. There is no doubt that when the fall demand sets in another advance will take place.

Menthol—Has been advanced on account of small stocks.

Quicksilver—Has been advanced 1c per lb.

Thymol—Stocks are very small and concentrated in a few hands. Manufacturers have advanced their price \$1 per lb.

Balsam Fir, Canada—Stocks are being steadily reduced and the price advanced.

Balsam Peru—Has been advanced 5c per lb.

Cubeb Berries—Stocks are small and holders have advanced their price 1c per lb., both for berries and powdered.

Oil Cubebs—Has advanced 5c, in sympathy with the berry.

Buchu Leaves—Are in active demand and stocks are concentrated. The price has been advanced 2c per lb. for prime green leaves.

Oil Pennyroyal—Is in better supply and has declined 5c per lb.

Arnica Flowers—Are very firm abroad and the price has advanced here.

Grains of Paradise—On account of large receipts, the market is easier and tending lower.

Caraway Seed—On account of small stocks and higher prices abroad, has advanced.

Celery Seed—Is scarce and advancing.

Gum Camphor—Manufacturers have advanced their price 1c per lb. The demand is active and stocks are small.

Stock Solutions to Facilitate Dispensing.

That there is a distinct gain in having special stock solutions for quick extemporaneous preparation of galenicals that by the usual processes require delay and extra labor is recognized by the practical pharmacist; and that the lack of such solutions give rises to a real want which enterprising manufacturers have not been slow to turn to profitable account has long been plain to any one giving the matter much thought. To the extent that simplicity is attainable without sacrifice of medicinal virtue it is as desirable as in mechanical inventions. Every druggist carries more or less of stock solutions, triturations, and the like, for ease and speed in dispensing; and probably not one ever dispenses, for instance, liquor ammonii acetates, in the varying quantities prescribed, by computation and preparation from the U. S. P. formula. Instead he undoubtedly keeps on hand two stock solutions, from which this galeni-

cal is quickly prepared as wanted, following possibly the suggestions of the U. S. D. Why, in such cases, should not the revisers of the Pharmacopoeia recognize the fact and alter the working formula correspondingly? So also a soluble tincture of ginger should be added to the Pharmacopoeia, and the soluble tincture of tolu, N. F., recognized semi-officially, or else it should be bodily incorporated into the Pharmacopoeia. It would seem that the first plan would be the better; that there would be a decided gain in recognizing the semi-official character of the National Formulary, and in mutually agreeing to leave to the latter formulae not of the simpler kinds and classes. This logical division of labor would avoid future confusion of jurisdiction, and probably lead to a more general recognition and use of the N. F.

Wm. F. Jackman.

An Excellent Liniment.

At the last meeting of the Maine Pharmaceutical Association, Prof. W. F. Jackman gave a formula for "liniment of camphor cream," which he said produced a preparation superior to anything of the kind he had ever seen. The liniment he described as being white and creamy, efficient and cheap, and very popular wherever known. The formula follows:

Camphor, 1 ounce.
Ammonium carbonate, 1½ ounces.
Powdered castile soap, 2 ounces.
Oil origanum (commercial), 2 ounces.
Oil of turpentine, 3 ounces.
Water, sufficient to make 4 pints.

This is best made with a small dash churn or similar contrivance for vigorous agitation. Dissolve the soap by agitation in the smallest convenient quantity of warm water, making heavy suds. Dissolve the camphor and oil of origanum in the turpentine and add slowly—in portions—to the soap solution, with constant agitation. Afterwards add slowly the water, preferably slightly warmed, as emulsification proceeds, with constant agitation. The ammonium carbonate is dissolved in a quart of cold water and added from time to time to keep the cream of the proper consistency, alternating with portions of the clear water, until all has been added and the proper volume attained. Instead of special apparatus, a suitable tight-stoppered salt-mouthed bottle may be used, with frequent and vigorous agitation and additions of the water at considerable intervals, the process taking two days or more by the latter method, however.

Making Use of Prescription Files.

An impressive window display can be made by a druggist who has been long established, by the use of old prescription files. Why might it not be a good idea for a druggist to put a large card in the window bearing the inscription: "Note the growth of our prescription business. On January 1, 1899, our prescriptions numbered 2,142. To-day the number is 3,219." The current figures might be run in a slide, so that they could be changed daily or weekly, as desired.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE DRUG PRICE CURRENT

Advanced—Cubeb Berries, Balsam Peru, Arnica Flowers, Buchu Leaves, Gum Camphor, Oil Almond, Methol. Declined—Gum Opium Oil Pennyroyal.

Acidum		Conium Mac.		Sella Co.	
Aceticum	60¢ 8	Copalba	1 15¢ 25	Tolutan	50
Benzoicum, German.	70¢ 75	Cubebae	1 00¢ 10	Prunus virg.	50
Boric	17	Excelsitilis	1 00¢ 10		
Carbolicum	30¢ 42	Erigeron	1 00¢ 10	Tinctures	
Citricum	45¢ 48	Gaultheria	2 00¢ 20	Aconitum Napellis R	60
Hydrochlor.	35¢ 5	Gentiana	1 00¢ 10	Aconitum Napellis F	50
Nitrosum	12¢ 14	Gossypil, Sem. gal.	50¢ 60	Aloes	50
Oxalicum	12¢ 10	Hedera	1 65¢ 70	Aloes and Myrrh	50
Phosphoricum, dil.	15	Juniper	1 50¢ 200	Arnica	50
Salicylicum	55¢ 60	Lavendula	90¢ 200	Aurafetida	50
Sulphuricum	1 1/4¢ 5	Limonia	1 40¢ 150	Atropine Belladonna	50
Tannicum	1 10¢ 20	Mentha Piper	1 25¢ 200	Aurant Cortex	50
Tartaricum	35¢ 40	Mentha Verid.	1 50¢ 60	Benzoin Co.	50
Ammonia		Morhuac, gal.	1 20¢ 125	Boronia	50
Aqua, 16 deg.	40	Myrica	4 00¢ 450	Cantharides	50
Aqua, 20 deg.	60	Olive	75¢ 300	Capsicum	50
Carbonas	12¢ 15	Pleis Liquida	10¢ 12	Cardamon	75
Chloridum	12¢ 14	Pleis Liquida, gal.	10¢ 35	Cardamon Co.	75
Aniline		Ricina	1 00¢ 108	Castor	100
Black	2 00¢ 2 25	Rosmarini	1 00¢ 100	Catechu	50
Brown	80¢ 100	Rosa, ounce	6 50¢ 850	Cinchona	50
Red	45¢ 50	Succini	40¢ 45	Cinchona Co.	50
Yellow	2 50¢ 3 00	Sabina	90¢ 100	Columba	50
Baccae		Santal	2 75¢ 700	Cubeba	50
Cubebae, po. 24	20¢ 22	Sassafras	50¢ 55	Cassia Acutifol.	50
Juniperus	60¢ 8	Sinapis, ess., ounce	50¢ 55	Cassia Acutifol Co.	50
Xanthoxylum	75¢ 80	Tigil	1 50¢ 160	Digitalis	50
Balsamum		Thyme	40¢ 50	Ergot	50
Copalba	50¢ 55	Thyme, opt.	1 60¢ 20	Ferri Chloridum	35
Peru	1 15¢ 15	Theobromas	15¢ 20	Gentian	50
Terabina, Canada	40¢ 45	Potassium		Gentian Co.	50
Tolutan	40¢ 45	Bi-Carb	15¢ 18	Guaiaca	50
Cortex		Bichromate	15¢ 15	Guaiaca ammon.	50
Abies, Canadian	18	Bromide	52¢ 57	Hyoscyamus	75
Cassia	12	Carb	12¢ 15	Iodine	75
Cinchona Flava	12	Chlorate, po. 17 1/2	16¢ 18	Iodine, colorless	75
Euonymus atropurp.	30	Cyanide	35¢ 40	Kino	50
Myrica Cerifera, po.	30	Iodide	2 60¢ 65	Lobelia	50
Prunus Virgin.	12	Potassa, Bitart, pure	28¢ 30	Myrrh	50
Quillaja, gr'd	12	Potassa, Bitart, com.	7¢ 15	Nux Vomica	50
Sassafras, po. 15	12	Potass Nitras, opt.	7¢ 10	Opil.	75
Ulmus, po. 15, gr'd	12	Potass Nitras	6¢ 8	Opil, comphorated	50
Extractum		Prussiate	23¢ 26	Opil, deodorized	1 50
Glycyrrhiza Glabra	24¢ 25	Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza, po.	28¢ 30	Radix		Rhatany	50
Hematox, 15 lb. box	11¢ 12	Aconitum	20¢ 25	Rhei	50
Hematox, 1/4s	13¢ 14	Althae	22¢ 25	Sanguinaria	50
Hematox, 1/4s	14¢ 15	Anchusa	10¢ 12	Serpentaria	50
Hematox, 1/4s	16¢ 17	Arum po.	10¢ 12	Stromonium	60
Ferru		Calamus	20¢ 40	Tolutan	60
Carbonate Precip.	15	Gentiana, po. 15	12¢ 15	Valerian	50
Citrate and Quinia	2 25	Glycyrrhiza, pr. 15	16¢ 18	Veratrum Veride	50
Citrate Soluble	75	Hydrastis Canaden	75	Zingiber	20
Ferrocyanidum Sol.	15	Hydrastis Can. po.	80	Miscellaneous	
Solut. Chloride	2	Hellebore, Alba, po.	12¢ 15	Aether, Spts. Nit. F	30¢ 35
Sulphate, com'l, by	15	Inula, po.	15¢ 20	Aether, Spts. Nit. 4 F	30¢ 35
bbl, per cwt.	80	Ipeacac, po.	4 25¢ 4 35	Alumen	24¢ 3
Sulphate, pure	7	Iris plox, po. 35/38	35¢ 40	Alumen, gro'd, po. 7	30¢ 4
Flora		Jalapra, pr.	25¢ 30	Annatto	40¢ 50
Arnica	15¢ 18	Maranta, 1/4s	25¢ 30	Antimoni Potass. T	40¢ 50
Anthemis	22¢ 25	Podophyllum, po.	25¢ 30	Antipyrin	25
Matricaria	30¢ 35	Rhei	75¢ 100	Antifebrin	25
Folia		Rhei, cut	1 25	Argent Nitras, oz.	49
Barosma	28¢ 30	Rhei, pv	75¢ 135	Arsenicum	10¢ 12
Cassia Acutifol, Tin	20¢ 25	Spigelia	35¢ 38	Balm Gilead Buds.	38¢ 40
Cassia, Acutifol, Alx.	25¢ 30	Sanguinaria, po. 15	40¢ 45	Bismuth S. N.	1 90¢ 2 00
Salvia officinalis, 1/4s	12¢ 20	Serpentaria	40¢ 45	Calcium Chlor., 1s.	60
Uva Ursi	8¢ 10	Senega	60¢ 65	Calcium Chlor., 1/4s.	60
Gummi		Smilax, officinalis H.	60¢ 65	Calcium Chlor., 1/4s.	60
Acacia, 1st picked	65	Scilla	10¢ 12	Cantharides, Rus. po.	75
Acacia, 2d picked	45	Symplocarpus, Foti-	10¢ 12	Capsici Fructus, af.	15
Acacia, 3d picked	35	dus, po.	25	Capsici Fructus, B. po.	15
Acacia, sifted sorts.	28	Valeriana, Eng. po. 30	25	Caryophyllus, po. 15	12¢ 14
Acacia, po.	45¢ 65	Valeriana, German.	15¢ 20	Cera Alba	50¢ 55
Aloe, Barb. po. 18/20	12¢ 14	Zingiber a	12¢ 16	Cera Flava	40¢ 42
Aloe, Cape, po. 15	12	Zingiber j.	25¢ 27	Coccus	40
Aloe, Scotrl. po. 40	60	Semen		Cassia Fructus	35
Ammoniac	55¢ 60	Anisum	12¢ 15	Centraria	10
Assafetida, po. 30	50	Apium (graveleons)	13¢ 15	Cetaceum	45
Benzoinum	50	Bird, 1s.	40¢ 6	Chloroform	55¢ 60
Catechu, 1s.	13	Carul, po. 18	12¢ 13	Chloroform, squibbs	1 10
Catechu, 1/4s	14	Cardamon	1 25¢ 1 75	Chloral Hyd Crst.	1 65¢ 1 90
Catechu, 1/4s	16	Coriandrum, po. 35	4 25¢ 5	Chonorus	38¢ 48
Camphora	69¢ 75	Cannabis Sativa	1 25¢ 1 75	Cinchonidine, P. & W	38¢ 48
Euphorbium, po. 35	40	Cydonium	75¢ 1 00	Cinchonidine, Germ.	38¢ 48
Galbanum	80¢ 85	Chenopodium	10¢ 12	Cocaine	5 80¢ 6 00
Gamboge	65¢ 70	Diptery Odorata	1 00¢ 1 10	Corks, list, dis. pr. et.	70
Guaiaacum, po. 25	70	Feniculum	10¢ 12	Creosotum	35
Kino	75	Foenugreek, po.	70¢ 9	Creta	11
Mastic	60	Lini, gr'd	3 1/2¢ 4 1/4	Creta, prep.	9¢ 11
Myrrh	40	Lobelia	40¢ 45	Creta, rubra	8
Opil, po. 4.80/5.07	3 50¢ 3 60	Pharlaris Canarian.	4 1/4¢ 5	Cudbear	15¢ 18
Shellac	40¢ 45	Rapa	9¢ 10	Cupri Sulph.	6 1/2¢ 8
Shellac, bleached	40¢ 45	Sinapis Alba	11¢ 12	Dextrine	70¢ 10
Tragacanth	50¢ 80	Sinapis Nigra	11¢ 12	Ether Sulph.	75¢ 90
Herba		Spiritus		Emery, all numbe.s.	8
Absinthium, oz. pkg	25	Frument, W. D. Co.	2 00¢ 2 50	Emery, po.	6
Eupatorium, oz. pkg	25	Frument, D. F. R.	2 00¢ 2 25	Ergota, po. 90	85¢ 90
Lobelia, oz. pkg	25	Frument, 1	1 25¢ 1 50	Flake White	12¢ 15
Majoran	25	Juniperis Co. O. T.	1 65¢ 2 00	Galla	23
Mentha Pip. oz. pkg	23	Juniperis Co.	1 75¢ 3 50	Gambler	80¢ 9
Mentha Vir. oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gelatin, Cooper	60
Rue, oz. pkg	39	Spt. Vini Galli	1 75¢ 6 50	Gelatin, French	35¢ 60
Tanacetum V oz. pkg	22	Vini Oporto	1 25¢ 2 00	Glassware, flint, box	75 & 5
Thymus, V. oz. pkg	25	Vini Alba	1 25¢ 2 00	Less than box	11¢ 13
Magnesia		Sponges		Glue, brown	15¢ 25
Calcined, Pat.	55¢ 60	Florida sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Carbonate, Pat.	18¢ 20	Nassau sheeps' wool	2 50¢ 2 75	Glycerina	17 1/2¢ 25
Carbonate, K. & M.	18¢ 20	carriage	2 50¢ 2 75	Grana Paradisi	25
Carbonate, Jennings	18¢ 20	Velvet extra sheeps'	@ 1 50	Humulus	25¢ 55
Oleum		wool, carriage	@ 1 25	Hydrarg Chlor Mite	95
Absinthium	6 00¢ 6 25	Extra yellow sheeps'	@ 1 25	Hydrarg Chlor Cor.	85
Amygdala, Dule	38¢ 65	wool, carriage	@ 1 00	Hydrarg Ox Rub'm.	1 05
Amygdala, Amare.	8 00¢ 8 25	Grass sheeps' wool,	@ 75	Hydrarg Ammoniat	1 17
Anisi	2 10¢ 2 20	carriage	@ 1 00	Hydrarg Unguentum	50¢ 60
Aurant Cortex	2 25¢ 2 30	Hard, for slate use.	@ 1 40	Ichthyobolla, Am.	65¢ 70
Bergamit	2 75¢ 2 85	Yellow Reef, for	@ 1 40	Indigo	75¢ 1 00
Caliputi	75¢ 80	slate use.	@ 1 40	Iodine, Resubi.	3 85¢ 4 00
Caryophylli	75¢ 80	Syrups		Iodoform	3 85¢ 4 00
Cedar	35¢ 45	Acacia	@ 50	Lupulin	50
Chenopadii	@ 2 75	Aurant Cortex	@ 50	Lycopodium	70¢ 75
Cinnamoni	1 30¢ 1 40	Zingiber	@ 50	Macis	65¢ 75
Citronella	35¢ 40	180¢ 85	@ 50	Liquor Aret et Hy-	@ 25
		Ferri Iod.	@ 50	drag Iod.	@ 25
		Rhei Arom.	@ 50	Liquor Potass Arsinic	10¢ 12
		Smilax Officinalis	50¢ 60	Magnesia, Sulph.	2¢ 3
		Senega	@ 50	Magnesia, Sulph, bbl	1 1/4
		Sella	@ 50	Manna, S. F.	50¢ 60

Menthol	@ 3 50	Seidlitz Mixture	20¢ 22	Linseed, pure raw	68 71
Morphia, S. P. & W.	2 25¢ 2 50	Sinapis	@ 18	Linseed, boiled	69 72
Morphia, S. N. Y. Q.	@ 30	Sinapis, opt.	@ 30	Neatsfoot, winter str	54 60
& C. Co.	2 15¢ 2 40	Snuff, Maccaboy, De	@ 41	Spirits Turpentine	46 55
Moschus Canton	@ 40	Voes	@ 41	Paints	
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	@ 41	BBL.	LB.
Nux Vomica, po. 15	@ 10	Soda, Boras	@ 11	Red Venetian	1 1/2 2 @ 8
Os Sepia	35¢ 37	Soda et Potass Tart.	23¢ 25	Ochre, yellow Mars	1 1/2 2 @ 4
Pepsin Saac, H. & P.	@ 1 00	Soda, Carb.	1 1/4¢ 2	Ochre, yellow Ber	1 1/2 2 @ 3
Piels Liq. N. N. 1/2 gal.	@ 2 00	Soda, Bi-Carb.	3¢ 5	Putty, commercial	2 1/4 2 1/2 @ 3
Piels Liq., quarts	@ 1 00	Soda, Sulphas	@ 2	Putty, strictly pure	2 1/4 2 1/2 @ 3
Piper Nigra, po. 22	@ 18	Spts. Cologne	@ 2 60	Vermillion, Prime	13¢ 15
Piper Alba, po. 35	@ 30	Spts. Ether Co.	50¢ 55	Vermillion, English	70¢ 75
Plix Burgun	@ 7	Spts. Myrcia Dom.	@ 2 00	Green, Paris	14¢ 18
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 1 bbl	@ 2 00	Green, Peninsular	13¢ 16
Pulvis Ipecae et Opil	1 30¢ 1 50	Spts. Vini Rect. 1 gal	@ 2 00	Lead, red	6 @ 6 1/2
Pyrethrum, boxes H.	@ 75	Strychnia, Crystal	1 05¢ 1 25	Lead, white	6 @ 6 1/2
& P. D. Co., doz.	@ 75	Sulphur, Subl.	2 1/4¢ 4	Whiting, white Span	@ 85
Pyrethrum, pv	25¢ 30	Sulphur, Roll	2 1/4¢ 3 1/4	Whiting, gliders	@ 90
Quassia	8¢ 10	Tamarinds	8¢ 10	White, Paris, Amer.	@ 1 25
Quinia, S. P. & W.	38¢ 49	Terebenth Venice	28¢ 30	Whiting, Paris, Eng.	@ 1 40
Quinia, S. German	38¢ 49	Theobroma	58¢ 60	cliff	@ 1 20
Quinia, N. Y.	38¢ 49	Vanilla	9 00¢ 16 00	Universal Prepared	1 10¢ 1 20
Rubia Tinctorum	12¢ 14	Zinci Sulph.	7¢ 8	Varnishes	
Saccharum Lactis pv	18¢ 20	Oils		No. 1 Turp Coach	1 10¢ 1 20
Salicin	4 50¢ 4 75	Whale, winter	70 70	Extra Turp	1 60¢ 1 70
Sanguis Draconis	40¢ 50	Lard, extra	60 70	Coach Body	2 75¢ 3 00
Sapo, W.	12¢ 14	Lard, No. 1	45 50	No. 1 Turp Furn	1 00¢ 1 10
Sapo M.	10¢ 12			Extra Turk Damar	1 55¢ 1 60
Sapo G.	@ 15			Jap. Dryer, No. 1 Turp	70¢ 75

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 25c 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

Cleaned Currants
Pearl Barley
Valencia Almonds

DECLINED

Manila Wrapping Paper
Paraffine Candles
Spruce Butter Tubs
Dried Beef Corned Beef

ALABASTINE

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

AXLE GREASE

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



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

AMMONIA

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

BAKING POWDER

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

Arctic

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

1 lb. cans, 4 doz. case

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

The "400"

5 lb. cans, 1/2 doz. in case..... 8 00
1 lb. cans, 4 doz. in case..... 2 25
9 oz. cans, 4 doz. in case..... 1 20
6 oz. cans, 6 doz. in case..... 75

El Purity

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

Home

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

Queen Flake

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

Royal

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

BATH BRICK

American..... 70
English..... 80

BLUING

Small 3 doz..... 40
Large 2 doz..... 75
Arctic, 4 oz. per gross..... 4 00
Arctic, 8 oz. per gross..... 4 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, 88..... 12
Electric Light, 168..... 12 1/2
Paraffine, 68..... 10 1/4
Paraffine, 128..... 11
Wicking..... 20

CANNED GOODS

Apples

3 lb. Standards..... 2 30
Gallons, standards..... 75
Standards..... 75

Beans

Baked..... 75 @ 1 30
Red Kidney..... 75 @
String..... 85
Wax..... 85

Blueberries

Standard..... 85

Clams

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

Cherries

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

Corn

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

Gooseberries

Standard..... 85

Honey

Standard..... 85

Lobster

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

Mackerel

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

Mushrooms

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

Oysters

Cove, 1 lb..... 1 00
Cove, 2 lb..... 1 80

Peaches

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

Pears

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

Peas

Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 00

Pineapple

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

Pumpkin

Fair..... 65
Good..... 85
Fancy..... 95

Raspberries

Standard..... 90

Salmon

Columbia River..... 2 00 @ 25
Red Alaska..... 1 40
Pink Alaska..... 1 10

Shrimps

Standard..... 1 50

Sardines

Domestic, 1/2 lb..... 4
Domestic, 3/4 lb..... 8
Domestic, Mustard..... 17
California, 1/2 lb..... 22
French, 1/2 lb..... 23

Strawberries

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

Succotash

Fair..... 90
Good..... 1 00
Fancy..... 1 20

Tomatoes

Fair..... 90
Good..... 95
Fancy..... 1 15
Gallons..... 2 45

CATSUP

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

CHEESE

Acme..... @ 11
Amboy..... @ 11
Carson City..... @ 10
Elsie..... @ 11
Emblem..... @ 10 1/2
Gem..... @ 11 1/2
Gold Medal..... @ 10 1/2
Ideal..... @ 10
Jersey..... @ 11
Riverside..... @ 11
Brick..... 11 @ 12
Edam..... @ 90
Leiden..... @ 17
Limburger..... @ 17
Pineapple..... 50 @ 75
Sap Sago..... @ 18

CHOCOLATE

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

Runkel Bros.

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

CHICORY

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

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/2 lb..... 12
Van Houten, 1/4 lb..... 20
Van Houten, 1/8 lb..... 38
Van Houten, 1/16 lb..... 70
Colonial, 1/4 lb..... 35
Colonial, 1/8 lb..... 33
Huyler..... 45
Wilbur, 1/4 lb..... 41
Wilbur, 1/8 lb..... 42

CIGARS

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

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

Fortune Teller..... 35 00
Our Manager..... 35 00
Quintette..... 35 00
G. J. Johnson Cigar Co.'s brand.

S. C. W.

Lubetsky Bros.' Brands..... 35 00
B. L..... \$33 00
Gold Star..... 35 00
Phelps, Brace & Co.'s Brands..... 55 @ 50 00
Royal Tigers..... 35
Vinecente Portuondo..... 35 @ 70 00
Ruhre Bros. Co..... 25 @ 70 00
Hilton Co..... 35 @ 70 00
T. J. Dunn & Co..... 35 @ 70 00
McCoy & Co..... 35 @ 70 00
The Collins Cigar Co..... 10 @ 35 00
Brown Bros..... 15 @ 70 00
Bernard Stahl Co..... 35 @ 90 00
Banner Cigar Co..... 10 @ 35 00
Seidenberg & Co..... 55 @ 125 00
Fulton Cigar Co..... 10 @ 35 00
A. B. Ballard & Co..... 35 @ 175 00
E. M. Schwarz & Co..... 35 @ 110 00
San Telmo..... 35 @ 70 00
Havana Cigar Co..... 15 @ 35 00
C. Costello & Co..... 35 @ 70 00
Laguna Ice Co..... 35 @ 70 00
S. I. Davis & Co..... 35 @ 185 00
Hene & Co..... 35 @ 90 00
Benedict & Co..... 75 @ 70 00
Hemmett Cigar Co..... 35 @ 70 00
G. J. Johnson Cigar Co..... 35 @ 70 00
Maurice Sanborn..... 50 @ 175 00
Bock & Co..... 55 @ 300 00
Manuel Garcia..... 80 @ 375 00
Neuva Mundo..... 85 @ 175 00
Henry Clay..... 85 @ 550 00
La Carolina..... 80 @ 200 00
Standard T. & C. Co..... 35 @ 70 00
H. Van Tongeren's Brand..... 35 00
Star Green..... 35 00

COFFEE

Roasted

A.I.C.

HIGH GRADE COFFEES

Special Combination..... 20
French Breakfast..... 25
Lenox..... 30
Vienna..... 30
Private Estate..... 35
Supreme..... 38
Less 3 1/2 per cent..... 40

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

Mexican

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

Guatemala

Choice..... 16

Java

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

Mocha

Arabian..... 21

Package

New York Basis.

Arbuckle..... 13 00
Delworth..... 13 00
Jersey..... 13 00
Lion..... 12 00

McLaughlin's XXXX

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

Extract

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

Crushed Cereal Coffee Cake

12 packages, 1/2 case..... 1 75
24 packages, 1 case..... 3 50

COCOA SHELLS

20 lb. bags..... 2 1/2
Less quantity..... 3
Found packages..... 4

CLOTHES LINES

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

CONDENSED MILK

4 doz in case.

Gall Borden Eagle..... 6 75
Crown..... 6 25
Daisy..... 6 25
Champion..... 4 50
Magnolia..... 4 25
Challenge..... 4 00
Dime..... 3 35

COUPON BOOKS

50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books

Can be made to represent any denomination from \$10 down.

50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 20 00

Credit Checks

500, any one denom..... 2 00
1,000, any one denom..... 3 00
2,000, any one denom..... 5 00
Steel punch..... 75

CREAM TARTAR

5 and 10 lb. wooden boxes..... 30
Bulk in sacks..... 29

DRIED FRUITS—Domestic

Sundried..... @ 6 1/2
Evaporated, 50 lb. boxes, 6 1/2 @ 7

California Fruits

Apricots..... @ 10
Blackberries..... @ 4 1/2
Nectarines..... @ 5 1/2
Peaches..... 9 @ 11
Pears..... 7 1/2
Pitted Cherries..... 7 1/2
Prunelles..... @ 6
Raspberries..... @ 6 1/2
100-120 25 lb. boxes..... @ 4 1/2
90-100 25 lb. boxes..... @ 5
80-90 25 lb. boxes..... @ 5 1/2
70-80 25 lb. boxes..... @ 6
60-70 25 lb. boxes..... @ 6 1/2
50-60 25 lb. boxes..... @ 7
30-40 25 lb. boxes..... 8 1/2
1/4 cent less in 50 lb. cases

Raisins

London Layers 2 Crown..... 1 75
London Layers 3 Crown..... 2 25
Cluster 4 Crown..... 2 25
Loose Muscatels 2 Crown..... 8 1/2
Loose Muscatels 3 Crown..... 8 1/2
Loose Muscatels 4 Crown..... 8 1/2
L. M. Seeded, choice..... 9
L. M. Seeded, fancy..... 10

DRIED FRUITS—Foreign

Citron..... 11
Leshorn..... 12
Corsican..... 12

Currants

Patras, cases..... 10 1/2
Cleaned, bulk..... 10 1/2
Cleaned, packages..... 11

Peel

Citron American 19 lb. bx..... 13
Lemon American 10 lb. bx..... 10 1/2
Orange American 10 lb. bx..... 10 1/2

Sultana 1 Crown

Sultana 2 Crown..... 1 75
Sultana 3 Crown..... 2 25
Sultana 4 Crown..... 2 25
Sultana 5 Crown..... 2 25
Sultana package..... 8 1/2

FARINACEOUS GOODS

Beans

Dried Lima..... 6 1/2
Medium Hand Picked 2 25 @ 2 35
Brown Holland..... 6 1/2

Cereals

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

Farina

24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00

Huskless Wheat Flakes

36 2 lb. packages..... 3 00

Hominy

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

Pearl Barley

Common..... 2 75
Chester..... 3 15
Empire..... 3 15

Walsh-DeRoo Co.'s Brand.

Wheat..... 2 00
100 lb. kegs..... 3 00
200 lb. barrels..... 5 70
3 100 lb. bags..... 2 90

Peas

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

Rolled Oats

Rolled Avena, bbl..... 3 85
Steel Cut, bbl..... 4 00
Monarch, bbl..... 5 55
Monarch, 1/2 bbl..... 1 95
Monarch, 80 lb. sacks..... 1 70
Quaker, cases..... 20

Sago

German..... 4
East India..... 3 1/2

Tapioca

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

Wheat

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

FLAVORING EXTRACTS

DeBee's

Vanilla D. C. 2 oz 1 10 4 oz 1 80
Lemon D. C. 2 oz 70 4 oz 1 35
Van. Tonka 2 oz 75 4 oz 1 45

FOOTE & JENKS'

Highest Grade Extracts

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

COLEMAN'S

HIGH FOOTE & JENKS' CLASS EXTRACTS

Vanilla..... 1 20
Lemon..... 1 20
2 oz taper 1 20 2 oz taper 1 50

Jennings'

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

Big Value

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

JENNINGS'

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

Standard

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

SALT FISH

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

Halibut.

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

Herring

Holland white hoops, bbl.	11 00
Holland white hoop, keg.	6 00
Holland white hoop mehs.	85
Norwegian.....	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed.....	10 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.....	8
Cardamon, Malabar.....	60
Celery.....	10
Hemp, Russian.....	4 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	10
Poppy.....	4 1/2
Rape.....	4 1/2
Cuttle Bone.....	15

SPICES

Whole Spices	
Allspice.....	12
Cassia, China in mats.....	10
Cassia, Batavia, in bundle.....	28
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	55
Cloves, Amboyne.....	17
Cloves, Zanzibar.....	14
Mace.....	55
Nutmegs, 75-80.....	50
Nutmegs, 105-110.....	40
Nutmegs, 115-120.....	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.....	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



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

Enameline.....	
No. 4, 3 doz in case, gross.....	4 50
No. 6, 3 doz in case, gross.....	7 20



SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Happee, 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.	
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Domino.....	6 35
Cut Leaf.....	6 50
Crushed.....	6 50
Cubes.....	6 25
Powdered.....	6 20
Coarse Powdered.....	6 20
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 70
No. 6.....	5 65
No. 8.....	5 45
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

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

Pure Cane

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

TABLE SAUCES

LEA & PERRIN'S SAUCE	
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The Original and Genuine Worcestershire.	
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Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TEA

Sundried, medium.....	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

Moynue, medium.....	26
Moynue, choice.....	35
Moynue, 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, 50 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11

WASHING POWDER

Rob-Mo-More, 100 12 oz.....	3 50
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No. 9, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

Rob-Mo-More, 100 12 oz.....	3 50
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No. 9, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

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

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

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

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

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

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

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

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

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

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

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

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

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.....	30
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	5 50

Butter Plates

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

Clothes Pins

Boxes, 5 cross boxes.....	65
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Mop Sticks

Trojan spring.....	8 50
Eclipse patent 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 05
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

Tubs

20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Cable, No. 1.....	7 50
18-inch, Cable, No. 2.....	6 50
16-inch, Cable, No. 3.....	5 50
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 20
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 25
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magic Yeast, 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
Salts.....	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

quotes as follows:

Butter

Seymour
New York

CULTIVATING CUSTOMERS.

Merchants Should Make Their Patrons Personal Friends.

Independence in business is a particularly bad thing when ostentatiously shown. No merchant can afford to ignore a customer, even if his store be crowded the whole day long. He can not treat even the smallest buyer with contempt. Each customer is one of the "mighty atoms" that go to make up his big receipts. He must be carefully polite to the most lowly of his patrons, for it is the individual purchasers that contribute to his general success.

We all know well that it is the study of, and attention to, little things that builds up big businesses. Perhaps the smallest thing to think of in a great and busy store is the individual buyer who spends but little, yet looks for much attention and gives a lot of trouble. He or she may be a bore, but it is not good policy to offend them. They need cultivating more, reasoning with perhaps, but be careful not to insult them.

These people are cranks, and are often hard to tolerate, but their money is as good as anybody's, and, moreover, they might talk outside about you if you offended them, and not their trade alone, but that of many others, would be lost. I know a very well managed store where a good plan is adopted in the treatment of what we can properly term "objectionable customers," because they really are such in their personalities, although their dollar contains as many cents as that of their neighbor. This plan is to send to the "crank" the most patient and good-humored salesman that is at liberty. Some salespeople—not too many, I am afraid—are gifted with an extraordinary amount of patience, and for that very reason they exercise a great influence over persons who are the opposite to themselves in temperament. By wisely assigning the cheerful salesman to the irritable or fault-finding customer, much friction can be prevented and many patrons saved.

Every storekeeper who is looking for a permanent business must work intelligently to that end. A trade is built up by units, by odd customers coming in now and again, and remaining customers. That is the secret of every business success, keeping the customers when you have them. This can only be done by watching them carefully and seeing that they get proper attention, each according to his kind. While we are all careful of our general health, we do not neglect the little toe or an odd finger. Every member of the body, however insignificant in apparent importance, seems to have our special care, and this is just the kind of care that every customer needs. Get as many new customers as you can, but don't lose any old ones if you can help it, and you can help it if you so desire.

I think it pays every storekeeper to know as many of his customers personally as he can get acquainted with, and an observant man can soon know many by sight, if he can not remember the names. A kindly smile or nod of recognition is often enough, a passing word or two if time allows. All these count in the long run, and make your buyers personal friends.

I have frequently noticed that some stores, which do not make special pretence to carry bargain counters, are yet the Mecca for large numbers of customers, and on enquiry I have found

that the reason for this is that the proprietors have carefully "cultivated" these loyal customers in the past and they would not think of taking their trade elsewhere now. As a contrary instance, I know a few big stores where good goods are sold regularly at fair prices, and they have been unable to keep their customers, for the reason that the management did not know how to handle them.

Which goes to show that it is a mighty strong point to know just how to take care of the average shopper to-day.—Chas. Paddock in Fame.

Due to Lack of Mental Balance.

"It's a curious thing how some people will sacrifice themselves to their whims," said a man who prides himself upon his study of human nature. "I don't mean wealthy people, for they can usually afford to do as they like. I am speaking now of people in moderate or less than moderate circumstances. I have in mind a young man whose tastes run to expensive neckwear. He wouldn't think of wearing a tie that costs less than \$2 and he has stacks of them. Now, he can't afford this luxury, so he has to stint himself by wearing \$3 shoes and \$15 ready-made suits. He doesn't realize the incongruity of his attire and is perfectly happy if his tie is all right.

"Another chap I know doesn't pay the slightest attention to his personal appearance, and is usually rather frayed looking. That's because he spends his money on expensive cigarettes. He smokes only the highest priced imported Egyptian brand and they cost him 4 cents apiece. He is a fiend and smokes probably forty a day. You could not hire him to smoke a domestic cigarette which costs half a cent, yet if he did he could afford to dress himself as he should. I could cite numerous instances of this tendency to one extravagance which have come under my personal observation. I can only explain it as a lack of mental balance."

Advertising Catch Phrases.

Heavier things for cooler days. Our goods prove our assertions. To get values, come after them. Prices that sound unreasonable. Here's how we save you money. Don't hesitate; now is the time. Goods that stand close scrutiny. The keynote of our "busy"ness. Our argument is for your benefit. Your fancy and how we satisfy it. The first choice is the best choice. Our popular stock at popular prices. We are glad to have what you want. If you knew them, you'd buy them. Never too late to save your money. Don't wait; this is your best chance. Goods that demand your attention. We build business on this foundation. What you want, and the right price for it.

We know how, and do as well as we know.

Summer things it will be economy to buy.

Things you don't want, and things you do.

Get what you need and save while you can.

We please you when pleasing is possible.

We know our stock and know we'll satisfy you.

A thought for you and a thought for ourselves.

Never pass us by whether you want to buy or not.

If you come before your neighbor you'll get a better choice.

When you want something special you're sure to find it here.

A man with a bee in his bonnet is sure of a lively hood.

OLD RELIABLE **B.L.** CIGAR ALWAYS BEST.

Sweet Loma

50 CIGAR SOLD BY ALL JOBBERS

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

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



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

ENGRAVERS

BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY

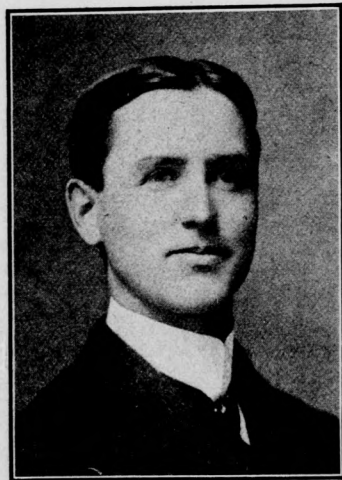
GRAND RAPIDS, MICHIGAN.

SUCCESSFUL SALESMEN.

W. B. Dudley, Representing Hazeltine & Perkins Drug Co.

While the subject of this sketch may not meet all the requirements for the making of a millionaire, he certainly furnishes the first—being born on a farm. The location of that rather important place of real estate is located in Franklin county, New York. He was born on the 12th of the eventful April of 1865.

Like most enterprising boys the first years of his life were devoted to the dairy business, which he pushed with all the energy which has marked his later life. Learning at the close of four happy years of a land in Michigan flowing with milk and honey, he urged his father to emigrate to Lamont, a village in this State, where he went to school and where, if the pen of the historian can be depended upon, he received a diploma of credit before he



was five years old. Thus early does precocious genius manifest itself!

A Michigan farm in Ottawa county received and retained him after two years at Lamont. Here a residence of ten months was enough and, at the end of that time, he came to Grand Rapids, where his school life went on until he was 18. Concluding then to go to work he entered the employ of J. H. Oliver, lumberman. He remained there six months, when his employer went out of business. An opening in a printing house presented itself and this he filled for a week. It made transition to books and stationery easy, and this he found with Eaton, Lyon & Allen.

Here is where Mr. Dudley showed himself to be the man for the place. Young, with little or no experience, but with the confidence in his own ability which his independent life and training on the farm had given him, he went to work, determined to do his best. He was with the house five years. That best was so acceptable that at the end of the semi-decade the house was in want of a traveling man and felt that Mr. Dudley was that man. They offered him the place and he took it and for ten good years, by good straight forward service, he showed the house the wisdom of their selection. Fifteen years of constant service in the same place is a man's best recommendation, unless it be a longer term; and, when that limit has been reached, the look backward is not a displeasing one. It means effort, well directed. It means the ability to plan and carry out. It means push and drive until the purpose aimed at is accomplished. It means

success. Is that another way of saying that Mr. Dudley never failed? It is a way of saying that he never failed in trying to sell goods—the end and aim of his store work and especially the end and aim of his traveling. That is his purpose and he has kept everlastingly at it. Other men sometimes wander away from their territory, but not he. The end of the week finds his accounts made up and sent home and the results are as sure to come as he is to start away. In 1892 there were six men representing the house on the road. One by one they were displaced and for years he alone of the six remained.

At the end of this fifteen years' service overtures were made to Mr. Dudley by the Hazeltine & Perkins Drug Co. He accepted and he is now turning the same energies to profitable account in his new field.

Mr. Dudley is a Mason and a Knight of Pythias. He is a bachelor—he ought to be ashamed of that—and lives at 196 Quimby street.

As It Generally Happens.

"My husband has always said he wanted for once to spend his vacation far, far away from telegraph lines and postoffices," said Mrs. Bronson, "and so this year we planned to go up into the woods somewhere instead of to a fashionable resort. Before we started Henry said he wanted to get just as far away from civilization as he could. He didn't want to have to answer a letter or see a newspaper while we were away. So we went to a place about a dozen miles from Nowhere, and I never put in such a miserable, lonesome time in my life. Just imagine being left alone day after day in a dreary hut nearly a day's journey from the nearest village. I positively thought I'd die of loneliness."

"But your husband? He was there to keep you company. It seems to me that a woman who loves her husband ought to be happy with him even if they were on a desert is—"

"Oh, I'd have been happy enough if he had only been there with me, but you see he had to go to the postoffice every day to see if he couldn't find somebody there with a city paper that he could buy or borrow."

Taking the Rest Cure.

The rest cure is one of the most efficient and simple of all prescribed for nervous exhaustion. As given at the private hospitals and sanatoriums it is expensive, but any one with sufficient strength of mind and leisure can take it at home with little expense.

Three weeks, at the least, are required for the process. During this time the patient should remain in bed except an hour or two a day, when he can sit in an easy chair at the window and read something light. Simple but nourishing food of an easily digestible nature should be eaten freely, and milk is an important item. A glass of milk should be taken immediately on awaking, another at breakfast and at noon and again at the evening meal and the last thing at night. Tea, coffee and wines are forbidden.

Like the Real Thing.

"No, we didn't go to the Northern resorts this summer," she explained. "We found it wasn't necessary. With a little ingenuity we found we were able to have the principal features of a summer resort right here in the city."

"How did you arrange it?" "Why, we shut up all of the house except the two smallest bedrooms and practically lived in those. Then we put about three inches of sand on the cellar floor, and at 11 o'clock every day we donned bathing suits and sat around on the sand chatting and telling stories. In the afternoon we put on our prettiest summer clothes and gathered on the back porch to gossip and relate scandals. Oh, it was just like the real thing."

Teaching the Heathen.

Some fellow who has doubtless been disappointed in love goes after the opposite sex in this wise:

A woman will yank up the guy ropes of her corset until she almost squeezes her immortal soul out of place and put a dead bird on her hat and go strutting around over town selling tickets for an entertainment to raise money to help send missionaries to some foreign clime for the purpose of teaching civilization to the poor heathen who has never known what it is to wear a corset and who has been struggling on in the ignorant belief that birds were created to sing instead of to be worn on hats.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.



ALUMINUM
TRADE CHECKS.
\$1.00 PER 100.

Write for samples and styles to

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

Makers of
Rubber and Metallic Stamps.

Send for Catalogue and Mention this paper.



William Reid

Importer and Jobber of Polished Plate, Window, Ornamental

GLASS

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

GRAND RAPIDS, MICHIGAN
S. Butler, Resident Manager

The Success of the Coupon Book System

depends on the confidence of the customer that the coupon book is honestly made. We originated the coupon book idea and have always maintained that it is necessary to make coupon books right in order to retain their great value to the storekeeper as time savers and money makers. In keeping with this idea, we have always insisted on our books being carefully counted and checked by five different persons, to the end that no mistakes may occur. Furthermore, we stand back of our books with a positive guaranty of \$1 for every book found to be incorrectly counted, which is not the case with any other manufacturer. You can get books for a less price, but they are made with so little regard for accuracy that their use would destroy all confidence in the integrity of the coupon book inside of a month and make your customers so uneasy and dissatisfied that you would be compelled to resort to some other system—and there is no other system so advantageous as this.

Merchants of experience realize how desirable it is that their customers should have absolute confidence in the integrity of their methods and the good intentions of their clerks.

Tradesman Company, Grand Rapids.

WIND VS. STEAM.

Some days ago a six-masted schooner was launched at Camden, Maine. It was not dubbed "a folly" and the owners fools; but the discussions awakened by the launching have a strong leaning towards disapproval. A vessel of that size is navigable only with the greatest difficulty, experience has proven that similar attempts have been short-lived and this will be a final failure to establish a long disputed question.

The supporters of wind power are strong in their statements. Every natural advantage goes with the sailing vessel. Any wind considered respectable will see to it that the three-master committed to its care shall keep up with the average ocean steamer. Wind is a cheaper power than steam and the six-master will prove that "the good old ways are the best."

It is hardly needful to say that the defender of the sailing craft is the captain who has walked its deck, his opponent the officer upon the bridge. The one is the upholder of the old, the other the champion of the new, and the contention narrows down to this: Wind vs. Steam.

The question is and always has been a purely business one. Necessity called for a propelling power and genius placed the shoulder of the wind against the sail. An element had been forced into servitude and commerce rejoiced. The winds of the Aegean bent first to the work and that ancient sea was soon dotted with the ships of traffic. From that time to this the wind has been the driving power. The exactions of trade, however, have increased. The Mediterranean basin has become provincial. Another world has been discovered between tremendous oceans and these commercial highways must be quickly crossed, that the Old World and the New may be neighbors. Winds are wayward and time and its demands protest against a zigzag journey by sea or land. It is not the shortest distance between two points. It takes too much time, and time is money. The wind as a driving power has had its day, the world waits for its successor.

It appeared on land in England and in America on the Hudson. It placed its shoulder to the wheel in both places and the wheel turned. Cars were loaded and ships laden. Steam laughed. The trains were lengthened and the ships built bigger and the new force walked off with them, whistling as it went. Then it settled down to business on land and sea. It cut the zigzag of the ships, its own straight track stringing the angles like beads. It began to make time a feature in its calculations. It measured its miles by the hour and that period became its standard of distance. Appointments were made days in advance, and the new driving power saw to it that they were kept to the minute. Distance protested, mountain and sea wave seconded; but the one was leveled and both were tunneled when it was a necessity and distance was reduced. To a minute the ocean voyage begins. Almost to the minute of schedule time it ends. The winds may blow, the waves resist, but steam has rendered them powerless. The days of the old motor are done. Its usefulness is not over; but, like the waning strength of age, it must busy itself with the less strenuous duties of life.

The end of the six-masted schooner is already foretold. It is unequal to the needed work. It is a vigorous argument in favor of the wind. It will meet the

old conditions, but the time for those has passed. The activity that modern business demands is too much for it. Its best is not good enough and, taken at its best, its work, compared in every respect with that of its rival, carries the question in favor of its opponent unanimously.

The Grain Market.

Wheat took on a stronger tone and an advance of 2c for cash, and 2½c for future has been sustained. The bottom has probably been seen for this crop. Reports from the Northwest have been rather discouraging to the bear element, on account of the wet weather. The threshing there is mostly done from the fields and much grain has been spoiled for flouring purposes. Former estimates have been somewhat further reduced; in fact, many localities will have to get seed wheat from other sections. Notwithstanding the large movement from primary points—from Kansas, Oklahoma and from the Northwest—exports have been of a rather light character. The visible was expected to increase 2,000,000 bushels; instead, it only showed an increase of 205,000 bushels, which goes to show that the wheat went into consumption. The mills west of the Alleghenies have been absorbing the large amount considerable went to Ohio, Indiana, and the southern part of Michigan, while the large receipts can not be expected to last long at initial points, especially in the Northwest, as well as in Kansas and Oklahoma. As there is already quite a decline, the exporters have also been taking considerable for future shipments, all of which will tend to elevate prices. Probably \$1 wheat will not be reached, but considerable above present prices may reasonably be expected.

Corn has been at a standstill, as regards price. The large dealers talk of a September corner. Whether it will materialize is rather problematical; one thing is sure, the conditions are very favorable for a turn of that kind, owing to the small stock of contract corn, especially as the decrease was again 1,672,000 bushels, and new corn nearly three months off yet. The trade are evidently watching the market very closely. The bear element evidently think it risky to put out large lines around present prices, which hold around 42c for September.

Oats are rather weak. As the new oats come pressing on the market, prices will have to yield and go lower.

Rye is well sustained. Prices are a trifle higher, but only choice rye sells. Receipts during the week were: 74 cars of wheat, 3 cars of corn, 12 cars of oats, 4 cars of rye, 2 cars of hay, 2 cars of straw.

Millers are paying 72c for wheat.

C. G. A. Voigt.

The Japanese government, through an agent, has just made very large purchases of shoes, cloth and iron for the Japanese army, in St. Louis, Mo. Said the agent: "Our men will wear American shoes and boots into China, and when they reach Pekin will hang American shirts on the walls to dry." That is nothing. American shirts are hung up in all cities of this country, washed by Chinamen.

A man is as old as he looks; a woman is as young as she claims to be, when her appearance makes good all she says.

A man who likes his whiskers is constantly feeling them with his hands to make sure they are on straight.

A STRANGE REQUEST.

"Undersigned" wants to know if some one will tell him how to deny his children things when they know there is a plenty to buy with; and how to make them ambitious and energetic when necessity is missing?

The request is remarkable and deserving of all respect because in the first place parents are not often troubled in that way, at least that kind of parent. The man and the woman who have worked their way up in the world with nothing but their own hands to help them are too often prone to declare that John never shall work as his father had to and that Susie's hands shall never be parboiled in dish water as her mother's have been. So John is allowed to grow up an idler and Susie forced to sit in the parlor and boast over the fact that sewing is a lost art, so far as she is concerned, and that she "couldn't get a meal of victuals to save her soul." Would it not be well, with such results staring them in the face, for parents to teach children to do something for a living for the sake of knowing how to work, even when they know there is "a plenty to buy with" without any effort on their part?

The need of denying children is too common to talk about. That it should occasion anxiety is a sure sign of weakness on the part of the parent. Because a man has a large bank account is no reason why he should spend a cent of it in harming his boy, especially when it is remembered that the so-called wants never get beyond the world of fancy. A boy wants a gun. If he is old enough to know how to use one and the kind of a boy who can be trusted with one, let him have it; but if he is not that kind of boy, would the knowledge that there is "a plenty to buy with" be a good and sufficient reason for furnishing him with means for self-destruction?

The answer to the second question is short and to the point: if necessity is missing to make children, boys or girls, ambitious and energetic, then in Heaven's name create the necessity. This state of things does not happen all at once. This lack of ambition and energy is a result and began away back there when prosperity first began to smile on the family. What the children fancied they wanted and cried for they had, and the thoughtless parent, to avoid a little crying, foolishly granted to the tears what it refused to the request. Childish tyranny—the worst on the face of the earth—raised its scepter which it has never put down, and now the parent wants to know how to make the family tyrant energetic and ambitious. Uncrown him; dethrone him and use the scepter for a hickory switch. If he is fifteen and over, find him a place—the parent ought to do so much to make amends for his foolishness—and let him earn his own living. If he wants a wheel, let him work for it or go without it. In a word give him to understand that "the plenty to buy with" is not his plenty and that the sooner he wakes up to that fact the better it will be for him.

The case in hand is not the only one of its kind. The woods, especially the American woods, are full of them, the redeeming point about this being that the "Undersigned" has come to a realizing sense of the condition of things and wants to know what to do about it. It requires vigorous measures. It is a matter simply simmering down to this: Boy vs. "a plenty to buy with." Which? The writer of this article goes for the boy every time. He is worth saving and if it can be accomplished in no other way, he believes the missing necessity ought to be found by following the injunction served years ago to this effect, "Sell all thou hast and give to the poor." It answered the purpose then and it will do it now. Try it.

Business Wants

BUSINESS CHANCES.

FIVE THOUSAND DOLLAR SUBURBAN residence property with three acres of ground to exchange for stock general merchandise, with or without buildings. S. M. Vinton, South Grand Rapids, Mich. 483

WHAT HAVE YOU TO TRADE FOR improved real estate, southwest corner Wealthy and Paris avenues, Grand Rapids? I prefer Detroit suburban or Petoskey business property. Mortgaged property will not be looked at. Address P. Medalie, Mancelona, Mich., or Jas. Campbell, Giant Clothing Building, Grand Rapids, Mich. 498

FOR SALE OR EXCHANGE—STORE, GRO-cery stock and fixtures; modern building, clean stock, good town; finest plate-glass front in city; central location. Write A. R. McKenzie, Alpena, Mich. 496

STORE TO RENT IN LANSING, MICH. 106 Washington avenue, size 24 x 65. Will rent for boot and shoe business; this is the very best location; now occupied by clothing but will be vacated by Sept. 15. Write Geo. H. Sheets, Grand Ledge, Mich. 495

FOR SALE—FRUIT FARM NEAR TRAV-erse City; or would exchange for grocery stock or country store property. G. L. Clapp, Archie, Mich. 493

IF YOU WISH TO SELL YOUR STOCK OF merchandise; or if you wish to purchase a stock of merchandise; or if you wish to make a good business investment, it will be to your interest to write Clark's Business Exchange, 23 Monroe St. (Telephone 349), Grand Rapids, Mich. 490

FOR SALE—MAIL ORDER BUSINESS. Fortune for right person. Might take some merchandise. Box 353, Constantine, Mich. 501

FOR SALE—ALL NEW STOCK OF MILL-inery in thriving town of 1,500; reason, going west for health. Box 397, Manchester, Mich. 485

FOR SALE—NATIONAL CASH REGISTER, No. 95 B. Has been used only three weeks. Apply to J. H. Travis, Elsie, Mich. 491

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

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

STORE TO RENT IN CADILLAC; CEN-trally located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

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 GEN-eral Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

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—YOUNG OR MIDDLE-AGED physician to locate in good town of 10,000. For particulars address W. B. Minthorn, Hancock, Mich. 497

DRUGGIST DESIRES SITUATION (COUN-try preferred.) Examined for registration last December. Soda dispenser (fancy drinks.) References furnished. Address Box 433, South Haven, Mich. 494

REGISTERED PHARMACIST, FIFTEEN years' experience, wishes steady position. Employed at present. Address No. 492, care Michigan Tradesman. 492

WANTED—A GROCERY CLERK; MUST be stockkeeper and salesman; not over 30 years of age; wages satisfactory for a worker. Address Wm. Kane, Clarendon Hotel, Grand Rapids. 500

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

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

YOUR LIFE



One-third of it is spent at your desk—if you're an office man. Why not take that one-third as comfortably as you can? First in importance is your desk; have you one with convenient appliances—have you a good one? If not you want one—one built for wear, style, convenience and business. Dozens of different patterns illustrated in catalogue No. 6—write for it.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

We issue ten catalogues of HOUSEHOLD FURNITURE—one or all to be had for the asking.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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Grand Rapids Retail Grocers' Association
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Lv. G. Rapids, 4:00a *7:10a 12:05p *4:30p *11:55a
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 *6:20p.

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 10:40p
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	* 12:20pm
Cadillac Accommodation	* 5:35pm	* 10:45am
Petoskey & Mackinaw City	* 10:45pm	* 6:00am
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	* 6:30pm	* 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 00p
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. B. BLAKE,
Ticket Agent Union Station.

WANTED!

One Million Feet
of

Green Basswood Logs

Over 12 inches.

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GRAND RAPIDS, MICH.

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5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00

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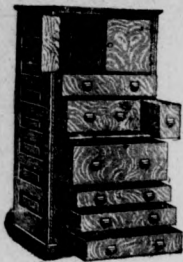
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Grand Rapids, Mich.

**50 Cents
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Every
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Train leaves Union Station at 9:15 a. m.
Returning, leaves Muskegon, 6:30 p. m.
50 cents round trip.

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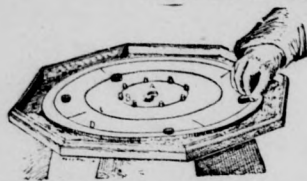
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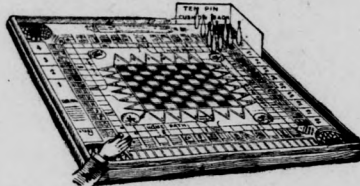
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The great game board. Forty games in one.

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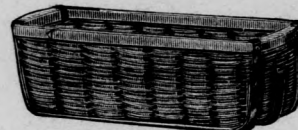


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We make all kinds.

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Baskets, Display Baskets, Waste Baskets, Meat
Baskets, Laundry Baskets, Baker Baskets,
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Crushed Cereal Coffee Cake.

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

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Largest Profit
Greatest Satisfaction
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