

DIME ASSORTMENT

of Crystal Glassware



Every piece of splendid value and full practical size. This package contains 12 dozen pieces ($\frac{1}{2}$ dozen of each article shown).
Price \$9.00.

15 CENT ASSORTMENT

of Full Fire Polished Table Glassware



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

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

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

We are too busy to write an ad.

but trust that you will overlook this fact and continue to use

We advertise them extensively.
Better order some at once. Your competitor has 'em.

The Largest Cigar Dealers in the
Middle West.

Royal Tiger 10c
Tigerettes 5c

A SMOKER'S SMOKE

Phelps, Brace & Co., Detroit, Michigan

F. E. BUSHMAN, Manager

Their sale is pushed vigorously,
consequently there is not the slightest risk to the retailer.

Carolina Brights Cigarettes "not
made by a trust."

After a Hard Day's Work



its pleasant to know that your labor has had its reward, and that you are better off financially than you were at the beginning of the day.

THIS IS BUSINESS---successful business.

The Money Weight system will make business better.

Our scales are sold on easy monthly payments.

The Computing Scale Co., Dayton, Ohio

Walsh-DeRoo Wheat Grits

Nutritious, delicious, easily cooked. Unsurpassed in merit by any cereal food. Lower in price than others. Makes dishes fit to set before a king. A trial is sure to make you a regular customer.

Walsh-De Roo Milling Co.,
Holland, Mich.

Ferris
Institute
BIG RAPIDS, MICH.

FALL TERM

Begins September 3.

Fourteen Departments

Send for catalogue.

W. N. Ferris,
Principal and Proprietor.

Merchants Attention!

If you want a BOOKKEEPER, STENOGRAPHER, or first-class office assistant of any kind, address the Michigan Business and Normal College, Battle Creek, Mich. None but thoroughly competent help recommended. No charge for our part of the work, and our students give universal satisfaction. They are trained for business.

EGG BAKING POWDER

For the Dealers' Profit and
Cooks' Delight

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

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CINCINNATI: 33 West Second St.
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MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 5, 1900.

Number 885

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.

W.M. 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.



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

IMPORTANT FEATURES.

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 - Kind of Customer Grocers Don't Like.
 - Business Morals.

THE MICROBES WE DEVOUR.

Not everybody in this scientific age, when there is so much talk about microbes, knows that there are benevolent as well as malevolent or dangerous and deadly creatures of that sort.

There are benevolent microbes or bacteria that are found in the human body which are always ready to seize and destroy every dangerous, or, as the doctors call them, pathogenic or disease-producing creatures. It is only when the malevolent microbes come in such numbers as to overwhelm the benevolent little organisms that are fighting for us that they can cause disease and death.

But there are many sorts of these curious creatures, and some are deadly, but others do a good work and perform important service, not only in defending us from attacks of disease, but in giving comfort and pleasure to human beings. Prof. H. W. Conn, of Wesleyan University, has contributed to the International Monthly for September an article on the use of bacteria in our food products.

This scientist, after citing the offices of bacteria in promoting the fermentation of wines and cider, and of vinegar, yeast, beer, sauerkraut, and other articles, and in producing the "gamey" flavor of meats, comes to the important article of cheese. Bacterial development is responsible not only for the qualities and varieties of cheese, but also for its odors.

Cheese is a very popular article of food, and although held by many to be highly indigestible, is consumed in great quantities. It is, in the view of scientists, a highly concentrated food, and, moreover, one of the very cheapest of food products. A pound of cheese may contain as much food material as two pounds of beef, and it costs not much more than half as much. But, while we may recognize that cheese is a very valuable and cheap food, we must also recognize that the particular reason why it is so universally eaten and so thoroughly enjoyed is not its

food value, which, indeed, most people know nothing about, but its peculiar and rather strong flavor. When we buy cheese, we do this because we like the taste of the product, and not because we think it a cheap food. Says the author:

People in America have only a slight idea of what is meant by the flavor of cheese. It is true that American cheeses have a prominent taste and true also that the different cheeses which are found in American markets have widely varying flavors. But to understand really what is meant by cheese flavors, and what it is for which people so readily spend their money, an American must see the cheese stores in the continental cities of Europe. The shapes, sizes and character of the different cheeses here sold are a marvel to one accustomed only to the few varieties found in the United States. Some are no larger than a walnut, while others are as large as a cart wheel; and the shapes are too numerous to mention. Some are hard—much like the ordinary American cheese—but others are soft. Some are covered with slime a quarter of an inch deep, which not infrequently runs down from the cheese, spreading over the dish which holds it. To attempt to describe the odors and flavors of this endless variety of cheeses is hopeless. They include almost everything conceivable, and may almost all be characterized as having the taste of decomposition, ranging from such slight flavors as are found in the ordinary hard cheeses to those which have so frequently been alluded to in the Limburger cheese, closely resembling that of decaying flesh.

For these varied flavors many millions of dollars are paid yearly. Incidentally, it is true that with the flavors we also purchase a very valuable food; but this is to be regarded rather as a fortunate coincidence, for nothing is more certain than that the money spent for the cheese is given chiefly for the flavor, and that we eat the cheese because it so greatly enhances the pleasure of our other foods. Even the strong flavors of the Limburger type of cheese, so repulsive to most people from their resemblance to putrefaction, are regarded as extremely delicious by some, and beyond any question they give an enjoyment to many a meal.

Thus it appears that the human body is a miniature world, in which reside and work and enjoy and pass through all the changes of life and death uncounted myriads of living creatures, which, whether we eat cheese or not, get into us somehow. It, therefore, seems useless to take thought of what we eat, for those little animals get into us one way or another, and are always with us. We have only to take care that we keep clear of those which produce dangerous diseases, if we only knew how to distinguish the friends from the enemies.

By a new process a single expert, assisted by two inexperienced boys or girls, can closely inspect 200 cases of eggs, or 72,000 eggs a day, while under the old process the candling of forty cases, or 14,400 eggs, in one day would strain the capacity of the best expert.

A second city has been found with fewer inhabitants than in 1890. Sioux City, Ia., has 33,111—a loss of 4,695 in ten years. Omaha is the other.

QUESTIONABLE CHARACTERS.

There are people who are forever putting enquiries to you that it is impossible for you to answer offhand, away from your reference books. These people are in more senses than one questionable characters, and therefore should be avoided. It is the height of ill manners for these nuisances always to be asking questions. Sometimes it almost seems as though they were merely bent upon making you appear ridiculous, and really were not in pursuit of information. Whatever their object, there is no gainsaying that it is mighty unpleasant to be called upon to give a full definition of every word you use, a complete history of every person or thing you happen to mention, and to be equally ready in respect to any word, person or thing that comes to their own minds. How much more agreeable are those persons who credit you with knowing everything! How pleasant it is to listen to one who tells you lots of things you never heard of, interspersing his impartments with such expressions as "you know," "of course," you have heard," "as you are aware," etc! It is just possible he may be holding you up to the ridicule of bystanders in making you assent to a great many things that ain't so; but what of that, so long as you don't know it? Whether you are being "coddled" or not, the sensation for the moment is delightful. But these question-askers! There is nothing too bad to say about them, and hardly anything that begins to do them justice which will bear printing.

It will be remembered that Prof. Atwater, of Wesleyan University, sprang into prominence, agreeable or otherwise, on account of his investigation into the food value of alcohol. He has been pursuing his food investigations still further and making enquiry into the comparative nutritive qualities of the things eaten by the rich and the things eaten by the poor. He finds as a result of his scientific investigation that the coarse diet of the poor is much more nutritive and far more conducive to permanent health than the diet of the rich, whose means permit them to tickle their palate with whatever they fancy will tickle it most. He goes so far as to say that there is twice as much nutrition in the diet of the average working man as in that of him who dines and wines at clubs. This assertion will scarcely prevent those whose means will not permit it from wishing they might at least occasionally enjoy the choice delicacies with which the rich provide themselves. But they ought to find substantial consolation in the thought that the plainer victuals are, after all, much better.

When a candidate holds out a glad hand to a voter he expects the voter will take the ticket that is in the glad hand and put it in the ballot box.

A man who has kept a diary has the facilities for being a great bore. He can tell you how hot it was this day thirty-five years ago.

Window Dressing

Average Country Show Window a Disgrace to Trade.

Written for the Tradesman.

Fort Morgan is a village out West. Because a part of the wilderness has been cut up into squares and a bandstand has been put up in one of them, the three or four hundred inhabitants call the place a city. One straight road goes from the railroad station to where it is lost on the plains, and on this road is the dry goods store of the region. I've been there from time to time for six months or more. I found on my first visit the show window a place to throw things into and the clerk an antiquarian, who looks upon the store window as a glass case to preserve his treasures from the accidents attendant upon a too curious customer's polluting fingers.

The six months brought no change. The woollens of winter and the cottons of the preceding July were left in August as they were in January. The contrast was so great when compared with the stores of Denver, where window dressing has developed into an art, that during a three weeks' stay in Fort Morgan I felt it my bounden duty to see what was the reason for the condition of things in what should be the one bright spot in that hot stretch of broiling wilderness.

I found the usual country clerk, who sauntered to his place behind the counter in his shirt sleeves, and when I had said to him "What will you have to-day?" "I came in to see what sort of a place you had here," there was a good natured "All right," as I knew there would be, and, with a rank old cigar that somebody had given me and I couldn't smoke, I soon got him to take a seat with me on the counter.

You can always touch a country clerk's heart by wondering in his hearing "why he is willing to waste his time and talents in that dead place." He will generally respond with a gush of such confidences as will furnish a dozen reasons to your mind why he could not possibly go anywhere else; and, without knowing it, this ambitious boy revealed the secret of the show window; and I know of no way to bring out the purpose of this paper better than to give the interview verbatim:

"Must be a big job every morning to go over these goods brushing them and rearranging them?"

"Oh, we don't have to. In a city like this there is no need of it and it's too much work. Yes, the wind does blow like thunder sometimes and the dust of the plains gets in here thick enough to write your name on the counter; but it's clean dust and we don't mind it. Every customer knows how it is and they never kick."

"There must be a great temptation to let things go. Do you have stated times when you take down your goods and brush them and rearrange them?"

The fellow laughed me to scorn.

"Not on your life! One place for a bolt of cloth's as good as another. I've been in here a year and a half and I hain't done any brushing and rearranging, as you call it. In a city like this you don't have to. There ain't a woman in town that doesn't know every piece of goods we've got and could come in here in the dark and find it. I know I could. That's one thing I like about a country store: You get things fixed once and there they are, where you can put your hand right on them. What's

the use of doing what you don't have to?"

"Well, maybe you're right. The merchants our way don't think so, though. They'd swear that a clerk that does that way—if you can call it doing—is considerably deader than dead and proceed to bury him."

"That's because they're in a large town. In a city like this, where everybody knows you and knows what you've got, it's different. If we did that they'd say we'd got our Sunday clothes on and laugh at us. Good many of 'em hain't got any Sunday clothes and, if they have, they don't wear 'em to the store. There's a good many things they do in a large town that we don't have to in a city like this. Take that front window—I hain't touched a thing in it since I've been here and I don't see but what we sell just as many goods as we would if I fussed over it every week like they do in Denver."

What was the use of getting mad and knocking him off the counter? I didn't. I looked at him a minute and, pulling up as much of a smile as I could command under the circumstances, said: "Well, young fellow, if I didn't want to live a little longer in the same country that God does I'd come here and open a dry goods store right next door to you and with only half the goods you have and my show window, if you stayed in here and did the clerking, I'd have your proprietor putting up his blinds for good in less than six months. You're lazy and you don't know it. You are dead and in a worse condition than Lazarus was after he had been buried four days and you don't know it! Why, man alive—if you're alive—you are wasting the chance of a lifetime. You've got good goods and a splendid location and a fair trade and above all a show window that's worth good money. Here it is, 'in this city,' a regular old sarcophagus set up on end, with a glass front and the mummy embalmed and swathed and crumbling to dust inside! You want to get out of here and into a pyramid. You smell musty. The dust of the plains can't save you and if the people of this town could only know which side of their bread is buttered they'd hire a man to come in here with a show window and build up the town, and they'd have him come right straight off, too."

That's what I think of a show window, and if that clerk in Fort Morgan is the only mummy clerk in the United States then I've missed my guess.

All the Family Talented.

The unmusical members of a musical family will appreciate the following conversation:

"Do you play any instrument, Mr. Jim?"

"Yes; I'm a cornetist."

"And your sister?"

"She's a pianist."

"Does your mother play?"

"She's a zitherist."

"And your father?"

"He's a pessimist."

This reminds us of another fragment of contemporary talk.

"Don't you think," asked the young girl graduate, "that Miss Spring is a charming poetess?"

"Waal," said Uncle Solomon, with deliberation, "I think she is a mighty sweet poetess. I'm sure her cousin, Miss Chalmers, is a charming paintress, and her Aunt Lucrece is an excellent sculptress, and her mother used to be a capital dish washeress. It's a talented family, hers is."

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.

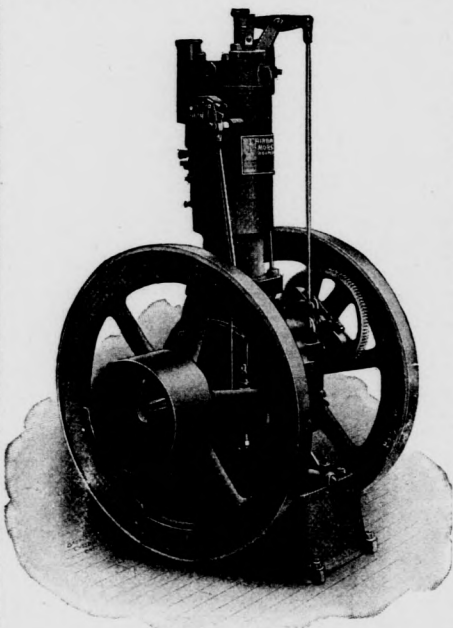
These engines are built in several different sizes — all the way from a 1½ up to a

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.



Here It Is!

The Holmes Generator

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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.



McGRAFT LUMBER CO.,
MUSKEGON, MICH.

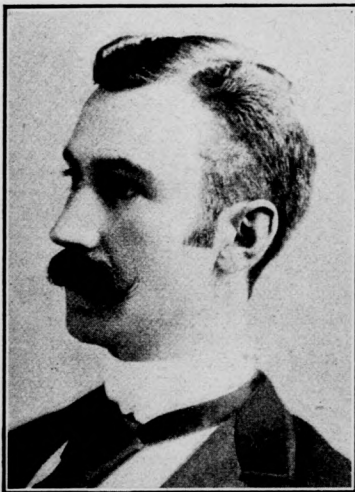
The Above Cut represents our Dried Fruit Counter No. 1.

These counters are fitted with independent display fronts. In the rear of these we have arranged drawers of the most convenient sizes to accommodate the different kinds of dried fruits. It is built of odorless wood. Another good feature about these counters is that they are as nearly mouse and dust proof as it is possible to make them. Above the drawers is provided a paper sack rack the entire length. Write for prices. With parties remodeling their stores we solicit correspondence. To them we will make special prices for complete outfits of store furniture.

SUCCESSFUL SALESMEN.

L. R. Cleaves, Representing Hallwood Cash Register Co.

Dates are pretty good for milestones along the human highway; but they are not half so important as many people think they are. Take July 27, 1861, for instance. The majority of people, even L. R. Cleaves himself, who was born that day, fancies that his life began then, because that was when he began breathing. It is a delusion. He was born and had a good part of his bringing up in the generation preceding his. The hills of the Old Granite State furnished his first breath of air; but Massachusetts is mostly responsible for the man who lives in Grand Rapids to-day. It was the Bay State that did the business for him. That old Presbyterian church in Boston, where his father attended and took in such rich and copious quaffs of the Shorter Catechism, tells the story. The milk of that gener-



ation was too strong for this, and Nature, with this boy even then on her mind, looked out for him. That shows her wisdom. The Shorter Catechism is a great deal better tonic for the children of the generation taking it than it is for the generation itself. The doses are not so bitter; they are not so disagreeable to take and they are farther apart.

So, when the preliminary life was over and the boy got ready to go on with the rest of it, he was then 20 years old and for four years learned, in collecting and verifying for an Eastern house, that it is not all of life to live. Then the American Machine Co. saw him, liked the looks of him—look at his portrait and see if you blame them—made enquiries about him—there's where the extract of the Catechism comes in—and engaged him. It was one of the best things the house ever did in that line and they'll tell you so. He stayed with them seven good years and the same adjective exactly describes the work that he did for them. At the end of nine years he joined his fortunes with those of the Steel Plate Co., Geneva, N. Y., with whom he remained for three years.

In 1894, he found that he could better himself and left them. The Hallwood Cash Register Co., of Columbus, was on the lookout for an embodied extract of New England grit and "git" and this man Cleaves, meeting the requirements, was invited to a conference. It would have been worth one's while to be there and hear what was said and see what was done. Bargain making is what brings the real man to the front; and when that interview was over, there was, at least, one man in the world who

believed in the Hallwood cash register. "Was the machine what it was cracked up to be?" There was the machine and out of it was to come the issues of life and death. It answered the question and he forced the answer. Figuratively speaking—Mr. Cleaves is good for 175 avoirdupois—he crawled into that machine and out of it. Not a wire or a lever or a screw was there that was not compelled to give up its secret, if it had one; and when the work of that inquisition was over the man was satisfied. It was a good machine. It was well made. It would do the work. He would come. He did. He is there now and has been for three years; and the reason why he is the success that he is with that register is because, in describing the machine, he described himself. That is all there is to it. That sterling New England life and that unbending New England doctrine, diluted by one generation, is largely responsible for it, and the look of his eye, the grasp of his hand and the sound of his voice confirm it.

Mr. Cleaves was married in 1898 to Miss Alice Johnson, of Clinton, Mich. He lives at 900 East Fulton street, Grand Rapids. He is a Mason as far up as the Chapter degree and a member of the Knights of Pythias.

Preparing For Enormous Output of Shirtwaists.

A decade ago the shirtwaist was practically unknown. To-day millions of dollars are invested in factories which make nothing else, and the output for the last season was enormous. Manufacturers of shirt factory machinery are already receiving big orders for fancy sewing machines which will be needed to fill next year's demands from the thousands of "shirtwaist men" who will join the little band of pioneers who had the nerve to take off their coats this summer. Importers and makers of shirtings announce an array of new designs and a range of colors which promise well for the variety of next season's goods.

It was about eight years ago that the manufacturers began to make shirtwaists for women. Of course, women had been wearing them for some time before, but not in sufficient quantities to attract the attention of capital. Owing to the great comfort and utility of the shirtwaist the growth of the trade has been phenomenal. The demand for soft shirts for men has increased in relative ratio. The industry is centered in New York City, where there are many large factories. One firm alone does a business in shirts amounting to more than \$2,000,000 a year. Another factory receives from \$600,000 to \$700,000 annually from the sale of silk shirtwaists for women. Cincinnati is another shirt making city, and Cleveland, Chicago, St. Louis, Denver and San Francisco each have several factories.

Shirtwaists are now made of many kinds of material and for all seasons. Wool, silk, linen and cotton, and various combinations of these fabrics, are cut and stitched into comfortable garments. Each season has brought its innovation, its "something new," a necessary thing to the trade, for it prevents to a certain extent the wearing of the previous season's waist. Silk has become a popular fabric, and much of it is made near New York City. The large output of the Paterson, N. J., mills is almost entirely turned over to shirtmakers. As yet American silk is not so fine as that made in some other parts of the world, but the industry is

comparatively new here, and the near future will see an improvement in standards.

The severely plain, but expensive, shirtwaist seems to have gone out for good. The reason is that to the eye of the lay buyer the difference between an expensive plain waist and the moderate priced article is not apparent, and women the world over like to exhibit cost marks in an indirect way. Fine linens and madras will have the call next season. Percales or printed goods will not be used. Waists made of these materials are pretty when new, but are bound to fade. In colors for next season a wide range will be provided. Light spring-suggesting shades of green will be placed on the market. Other colors which will be seen are pink, red, ox-blood, light and dary gray and several shades of blue. Tan shades, which have not been popular for some time, are to have another run.

An enormous quantity of men's shirtwaists will be made, for the manufacturers believe that the "shirtwaist man" is to have his day. They are confident that the run will last for two or three seasons. If good dressers take up the idea, coatless men may become "the regular thing" in warm weather. Opinion is divided as to whether the really good dressers will look with favor on the innovation. The waists will have all the fancy stitches and pleatings

now seen in waists for women, and these adornments will be on the back as well as the front of the garments.



**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.

Retails at a Good Profit



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

Do You Know

Uneda Biscuit

are better now than ever before?

This is important—and true.

NATIONAL BISCUIT COMPANY.

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

Around the State

Movements of Merchants.

Milan—Palmer Bros. have sold their hardware stock to Alderman Bros.

Hillsdale—L. D. Stevens has purchased the jewelry stock of H. C. Iden.

Petersburg—Fred Schumacher has sold his implement stock to Horace Logan.

Plymouth—Schilke & Bellen have purchased the meat market of Harvey Harris.

Shepherd—Wolcott & Co. have sold their general merchandise stock to C. J. Buck.

South Rockwood—Christopher Eder succeeds Eder, Blanchett & Co. in general trade.

West Bay City—Brown & Tupper, druggists, have sold their stock to John E. Knapp.

Warren—H. E. Rivard has purchased the hardware and furniture stock of C. E. Walker.

Cassopolis—Thomas & Johnson is the name of the new firm which succeeds Chas. B. Thomas.

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

Gaylord—Isaac Golden, dealers in dry goods, clothing and shoes, has removed to West Bay City.

Camden—Norris Ford, dealer in dry goods and clothing, will remove to Hillsdale Sept. 15.

Morenci—L. W. Rorick continues the harness business of L. W. Rorick & Son in his own name.

Napoleon—Miss Gertie Rogers succeeds Rufus C. Paine in the confectionery and tobacco business.

Albion—Rogers & Houck have sold their harness and agricultural implement stock to Harry Baughmon.

Hanover—Geo. W. Jones, of Jackson, has purchased the furniture stock and undertaking business of C. H. Markham.

East Thetford—G. A. Flater has engaged in general trade, having purchased the general stock of Weinzierl Bros.

Bay City—Flues & Kais, dealers in sporting goods, have changed the style of the firm name to the E. F. Flues Gun Co.

Portland—Derby Bros., proprietors of the machine shop, have been given the appointment for furnishing lights for the village.

Port Huron—O. L. Boice has leased the new store building on Pine Grove avenue and will occupy same with his drug stock.

Flint—W. C. Pierce has sold his grocery stock to J. J. Alexander and will devote his entire attention to his real estate business.

Jackson—Geo. W. Lewis has purchased a half interest in the flour and feed business of Hanson & Gulick, at 129 East Pearl street, C. W. Gulick retiring.

Petoskey—J. P. Blaschke has purchased the grocery stock of W. C. Gibson and will continue the business at 620 Grove street. Mr. Gibson will enter the State University this fall.

Benton Harbor—Capt. John Robinson will shortly begin the erection of a fine three-story brick block which will be a credit to the town. The new building will be located just north of the Bell opera house.

St. Joseph—The firm of J. W. Gibbins & Bro. is no more, having sold its entire stock of dry goods and clothing

to Greenwald, Kupferberg, Karp & Co., of New York, who have shipped same to that place.

Lakeview—Claude E. White has sold his drug and stationery stock to Dr. J. W. Kirtland, who will continue the business at the same location. Mr. White is in poor health and will travel for a time, in hopes of regaining same.

Battle Creek—The Battlement Drug Co., named from the style of the architecture of the new store building occupied by it, has been organized with a capital stock of \$5,000. Peter Tonnelier and A. H. Wiggins are the principal stockholders.

Battle Creek—L. M. and Sherman Schroder, formerly of Nevada, Mo., have leased the store building now occupied by L. W. Robinson and will engage in the dry goods business about Oct. 1. The new firm will be known as Schroder Bros.

Hancock—A new mercantile establishment has been organized at this place with a capital stock of \$10,000 under the style of the Laborers' Commercial Co. Those interested in the enterprise are H. Haapapura, H. A. Standinger, Mattie Harju and W. Hendrickson.

Battle Creek—McLane, Swift & Co. have organized a stock company to engage in the grain business, with a capital stock of \$35,000. The members of the new enterprise are G. M. McLane, of LaPorte, Ind, T. A. Swift, A. L. Watkins and F. G. Baird, of Battle Creek.

Wayland—Morris Stern, who has conducted a small general store here for a couple of years, has closed out his stock and retired from the business. As he purchased his calico by the yard and his sugar by the 100 pounds, his retirement from trade failed to create a ripple in the current of business.

Jackson—A. S. Kaufman has resigned as local manager of the Standard Oil Co., and together with John Scheffel, also an employee of the oil company, will establish a firm known as the Jackson Cartage Co. Frank Ransom, of this city, an office employe, will take the position of manager of the Standard Oil Co.

Adrian—The firm of Robins & Holloway has undergone a change, Capt. James M. Holloway retiring from the business. The grocery stock is being closed out and hereafter only meats and vegetables will be handled. Mr. Holloway has accepted the position of traveling representative for the Page Woven Wire Fence Co.

Manufacturing Matters.

Port Austin—The Wallace Co. succeeds the Huron Grindstone Co.

Ann Arbor—The chicory factory will begin its winter operations about October 10.

Pinconning—A deal has been closed between Kinsey & Close and the village whereby the firm will establish and operate here a grain elevator and feed mill.

Detroit—The Union Brass & Iron Works has been established by L. Weinstein, B. W. Marvin and T. J. Sweeny for the purpose of engaging in the manufacture of brass and iron goods. The capital stock is \$10,000.

Manistee—The Wolverine Medicine Co. is the style of a new concern organized at this place for the manufacture and sale of medicines. The capital stock is \$6,000 and the incorporators are E. C. Belon, O. L. Larson, C. E. Schwe and J. M. Peterson.

Maple Rapids—The Maple Rapids Evaporator & Cider Co. will shortly begin operations. It has recently purchased a hydraulic cider press and steam evaporator for making jellies, with a capacity of ten barrels of cider and fifteen gallons of jelly per hour.

Detroit—W. J. Gould, who left the wholesale grocery house of W. J. Gould & Co. some time ago, on account of ill health, has associated himself with John S. Gehlert, and will establish coffee and spice mills at 59 Jefferson avenue, Oct. 1, under the firm name of Gould & Gehlert.

Uby—Pennsylvania capitalists have purchased a large block of stock in the Huron Condensed Milk Co., and have changed the name to the Dr. Handy Condensed Milk Co. The Easterners think they're up against a little Klondike and will push business in every direction.

Newaygo—Work on the Newaygo Portland Cement Co. plant is progressing. The foundations for the mammoth structures are now all laid, one section of the big dam is completed and work on the roadbed out to the marl deposits will commence this week. January, 1901, is the time specified for the completion of the plant, and upon that date will be made its first barrel of cement, for which a Chicago gentleman will pay \$5,000.

West Bay City—The United States Chicory Co. will resume operations in a few weeks, the factory having been closed during the summer months. The yield of chicory is very large and the condition of the roots is excellent. Necessary repairs to the plant will be completed within a week, when the roots will be sliced as rapidly as they are received. There will be no piling of the chicory this year, as it will be used immediately on its arrival.

The Boys Behind the Counter.

Allegan—Charles Blom, of Grand Rapids, has succeeded Harry Knudsen as salesman in J. C. Stein & Co.'s store.

Belding—Arthur DeWitt, who since April last has been employed in the furniture store of Lapham & DeWitt, has resigned his position and left for Harbor Springs, his former home, where he will again take up his residence.

Calumet—Herman Armstrong has entered upon his new duties in the dry goods department of P. Ruppe & Son's store.

Marquette—Joseph Thebold, who has conducted the grocery department of Watson & Palmer's stores for several years, has resigned his position to enter the employ of H. E. Bittner at his grocery store.

Show Appreciation of Help.

The salesman, however lowly a position he may occupy, can work far better when he realizes that earnestness is appreciated and understood by the head of the house. Even the little cash boy brightens up when he feels that the eye of the firm is upon him and that his value is perfectly appreciated and taken into the consideration of the future work of the house. There is an inspiration to work harder under such conditions. No longer does any employe remain in doubt as to his or her true position.

A Limitation on the Truism.

"Beauty is only skin deep," remarked the person who is fond of quotations.

"Yes," answered the young man who runs the complexion department in the drug store, "and sometimes it isn't even as deep as that."

The Grain Market.

Wheat ruled fairly steady during the past week. General news was inclined to the bear side. Receipts are as yet large, taking the small crop into consideration. Speculation is also of a very limited nature and foreigners are in a waiting mood, but to offset this there seems to be a large cash demand which sustained the prices at present level. Should the receipts at initial points show a decrease there would be a marked increase in price of wheat. The bear element are using every argument to depress wheat. The latest is that in Kansas there are loaded cars with wheat extending twenty miles in length which can not be moved for want of locomotive power. This is not in harmony when the receipts at initial points are falling off, as well as receipts at leading grain centers in Kansas, but anything that tends to depress the market is being used, whether it is true or not. Still, our exports keep up and while not as large as last year they are of good size. At present the scarcity of freight room and the high export rates are in the way of larger exports, but that will regulate itself later. The visible only made a small increase of 328,000 bushels. Receipts in the Northwest were about 1,000 cars, against 2,000 cars at the corresponding time last year, which shows conclusively that the wheat is short.

Corn, as was expected, has not gained any in values, because it is in a congested situation. As this cereal has been largely oversold, a corner in September seems a sure thing, so the traders who are on the outside are letting it alone. Were it not for that, prices would be lower. While the growing crop has been somewhat injured in Iowa, which is one of the large corn states, the crop reports are of the most favorable kind for an immense yield. The September corner scare out of the way, prices will sag to a lower level.

Oats seem to be sluggish; not much animation in the market. The large quantity is rather against any rise. The trade look for lower prices. It would not be surprising if prices should drop several cents.

There is quite a demand for rye. Prices, while not advanced, are very stiff for the moment, but unless there is more of a foreign demand prices can not be sustained.

The flour trade has been very fair. The city mills have been going along at their usual gait.

Receipts here for August have been as follows: wheat, 258 cars, corn 26 cars, oats 45 cars, rye 9 cars, flour 5 cars, hay 8 cars, straw 2 cars.

For the week: wheat 40 cars, corn 7 cars, oats 14 cars, flour 2 cars, hay 1 car.

Millers are paying 72c for wheat.

C. G. A. Voigt.

Nothing Meander.

"When you asked me to marry you," she said regretfully, "you made an oversight."

"In what way?" he demanded.

"Well, you told me how much you loved me, but you neglected to say how much you loved your club. I didn't realize that I was to have a rival."

"Now, is there anything meaner than a sarcastic woman?" he asked himself as he started for his car.

Napoleon once invited his marshals to dine with him, but, as they did not arrive at the moment appointed, he began to eat without them. They came in just as he was rising from the table. "Gentlemen," said he, "it is now past dinner, and we will immediately proceed to business."

Grand Rapids Gossip

The Grocery Market.

Sugar—The raw sugar market is very firm, but offerings are very light, supplies of raws being practically exhausted; in fact, one of the Philadelphia refineries has had to close down temporarily, on account of lack of supplies, but it will resume operations again as soon as new supplies arrive. Refiners would be ready buyers if any stock was available. Quotations are the same as during the past few weeks—4½c for 96 deg. test centrifugals. Owing to the excellent demand and the strong raw sugar market, prices for all grades of refined have advanced five points.

Canned Goods—The canned goods market in general is steady and business is very good. Just as soon as the packing season is over we are going to have a very firm and active market throughout the entire winter, if present indications are to be relied upon. The trade takes very little interest in new tomatoes, although some business in standard Baltimore goods is reported. Everything is in favor of a higher market for this line, but when it will come is something no one can tell. According to present indications the output will be smaller than in previous years, while the consumption, instead of diminishing, increases. Again, the cost of production this year is figured at 12c per dozen higher than it was in 1899, so it would certainly seem that prices would not go any lower. The corn crop has received, probably, more benefit from the recent rains than any other crop. This was on account of the lateness of the crop. It looks now as if there would be sufficient of the late corn from which to secure enough of the canned article to keep the market price down to such figures as to create a good consumption of all grades. Prices are unchanged, with a fair demand. The excessively warm weather of the past few weeks has injured the lima bean crop to a considerable extent and it is feared that there will be but very few this season instead of a good crop as was at first estimated. The demand is very good for the better grades of peaches and the market is gradually becoming firmer. The crop is very large, but many of the Maryland and Delaware peaches are very small and, while there are many of the first-class grades of seconds, it seems almost impossible to get any of the finer qualities for the best grades of the canned article. The latest news from Eastport, Me., regarding the sardine outlook is that the run of fish continues very light. It is the general opinion of packers that the total pack will not be over half that of 1899, and many factories are already closing up on account of the scarcity of fish. There has been liberal buying during the past week of red Alaska salmon for export to England. Sales of several thousand cases have been made during the week for this purpose. These large sales have somewhat excited the spot market and some dealers have advanced their prices 2½@5c. Stocks of spot stock are very light. The future salmon situation gains in strength every day. The Association has practically sold out and it is believed that outside packers have few goods left to offer.

Dried Fruits—There is a very good enquiry for all kinds of spot raisins, this being due to the high prices on currants. Mince meat men particularly are beginning to take more interest in seed-

less muscatels and California sultanas. As previously stated, all indications now are that the output will not exceed 3,000 cars and it is estimated that the crop will grade mostly two and three crowns. Spot two crowns are becoming scarce and there is an increased demand for the 3 crown grade. Prunes are held with great firmness in expectation of high prices on large sizes of the new crop. A California packer writes as follows regarding apricots: "Apricots are bound to go higher than present prices; in fact, we are compelled to refuse orders at prices which would have been accepted a few days ago, for the reason that we have been selling apricots a good deal faster in the last two weeks than we could buy them. There are plenty of the cheaper grades, but the better qualities are hard to obtain." Peaches are strong and unchanged, but attract little attention. The earlier news from Southern California, which stated that there would be no peaches this season, has been confirmed. The crop amounted to very little. It will be felt most seriously by canners, but dried fruit men will suffer much inconvenience. The larger crop in the East supplied the market with fresh fruit, so the Southern California crop wasn't missed. The strength of the California fig and sultana raisin market is rendered much greater by the news received from Washington that, according to law, figs and raisins from Smyrna can not be imported until 60 days after the lifting of the Smyrna local quarantine against the plague. Owing to continued unfavorable crop reports from Greece, prices on currants continue to advance, showing an increase in price of ½c during the past week. Currants have now reached the highest price for some years past and there is no telling where they will stop, as everything points to still higher prices.

Rice—Despite the slowness of the trade, business is quite up to, if not ahead of, the average for some years past at this season. Domestic grades claim some attention, but the most favor continues to be bestowed upon foreign, and Japan takes the lead, with considerable doing in Javas also. Owing to small supplies and practically no offerings of low grade domestic, business for export is at a standstill.

Tea—The demand for tea has decreased considerably and only a small business is reported.

Molasses and Syrups—Offerings of grocery grades of New Orleans molasses continue small and prices are fully maintained. The statistical position is strong and higher prices are probable. Corn syrup has advanced 1½c per gallon and 4c per case, with demand good at the advance.

Nuts—Nuts are very firm all along the line, with higher prices on Brazils and Sicily filberts and an advancing tendency in several other directions. There appears to be a general shortage everywhere of almonds. The crop of Tarragonas, now about to be gathered, promises the lightest outturn on record and, as the last two seasons' crops were very short, there is very little old fruit available. Sicily shelled are held at extreme figures for shipment and on this account Jordans and Valencias are most sought after and prices for new goods are expected to rule high. The early estimates of the California almond crop were greatly overestimated. The total output now is estimated to be between 200 and 250 cars, whereas early in the season the crop was estimated at

300 carloads. The new crop of filberts promises to be later in maturing than in previous years. The crop is generally reported to be from 10@20 per cent. larger than the previous one, but owing to the entire exhaustion of the supply of old crop in Sicily and the good demand from Germany and other consuming markets, the price for new goods, instead of declining, as generally expected, has advanced. The crop of Grenoble walnuts is reported as a fair average, compared with the very short crop of 1899. Conflicting reports continue to be heard regarding the peanut crop outlook, but one of the largest handlers of peanuts says that the crop of 1900 has proved to be one of the largest ever grown. The consumptive demand has been unprecedented, yet a considerable quantity of Virginia and Spanish nuts will be carried over to another season. The growing crop in half or more of the peanut belt is in fine condition and promises a heavy yield. The other half has been more or less injured by drought, but, with continued favorable weather, will make a fair crop. Any probable deficiency will be fully made up by the goods carried over. The acreage is about the same as last year.

The Produce Market.

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

Bananas—Are weaker and prices are reduced all around. Trade is moderately active, however, and local buyers show considerable interest. Shipping orders are few and that, together with liberal arrivals, has combined to force down prices.

Beans—Conservative dealers estimate that the picking from the year's crop, as the result of the recent severe storms, will range from 3 to 10 lbs. to the bu. Last year the picking averaged only about ½ lb. to the bu.

Beets—40c per bu.

Butter—Factory creamery has advanced to 22c and is strong at that. Receipts of dairy are so poor in quality that there is practically no market on any grade but packing stock, which commands 14@15c. Local dealers are beginning to withdraw their supplies from cold storage, which they are marketing on the basis of 18c.

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, and 55@65c per bu. for late varieties.

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

Eggs—Current receipts of fresh eggs are running as bad, if not worse, than last week. As an instance, one party who received five cases only candled out 10 dozen good stock; another party averaged 20 dozen loss to the case. Even the eggs that are candled out are of unusually poor quality. The extreme heat lasting so long has been about the same temperature as that produced by a setting hen, and results have been much the same as far as eggs were concerned. Local dealers meet with no difficulty in obtaining 13c for candled stock. The tendency of the market is toward a higher level.

Egg Plant—\$1 per doz.

Grapes—Wordens 10c, Niagaras 12c, and Delawares 14c—all for 4 lb. basket. Wordens are so large in size that there is a tendency to crack. Late reports from the Ohio vineyards say that the rot which played such havoc last year has reduced the crop two-thirds in some localities, although this statement is unconfirmed and may be untrue.

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, 20c 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 hot weather has created a strong demand for lemons and sales have been very active for the past few days. Prices remain unchanged, but a slight premium has been obtained for some choice grades. There is a scarcity of 300s, but the general quality of the 360s has been fairly satisfactory and prices rule firm on the smaller size. It is interesting to note that receipts this month have been much larger than they were during the corresponding time last year.

Mint—30c per doz. bunches.

Musk Melons—Nutmeg, 60c per doz.

Osage and Cantaloupe, 70c per doz.

Oranges—There are a few Jamaicas to be had, but the quality is so poor, as a rule, they attract little attention and sell very low when they sell at all. Further receipts are expected at any time now, so that they will become more of an element in trading.

Peaches—Early Crawford's command \$1@1.50, as to size and quality. Barnards fetch 75c@\$.1. Albertas find ready sale at \$1.25@1.50. All varieties are large in size and fine in appearance, but the recent wet weather has deprived the fruit of a good deal of the delicious flavor peculiar to Michigan peaches.

Pears—Bartlett's command \$1@1.25. Clapp's Favorite and Sugar fetch 75c @\$.1.

Peppers—Green, 60c per bu.

Plums—Lombards fetch \$1 per bu. Blue varieties command 90c@\$.1. Green Gages are scarce.

Potatoes—30@35c per bu.

Poultry—Receipts from local sources are not sufficient to meet the consumptive demands of the market, in consequence of which Chicago is being drawn on for supplies. Dealers pay as follows for live: Broilers weighing ¼ to 2 lbs. command 9c 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—12c for home grown and 15c for Indiana sweethearts.

Wax Beans—Fancy stock fetches 75c per bu.

It is reported that the Grand Rapids Railway Co. will pay a 1¼ per cent. dividend on its preferred stock Oct. 1. The dividend on this stock was made cumulative after Oct. 1 and it was not expected that any dividend would be declared until Jan. 1. The action of the directors, in declaring a dividend before it was expected, can not fail to have a beneficial effect on the market value of the stock.

In the Booth bankruptcy matter—it will be remembered that the Booths were engaged in general trade at Cedar Springs and Belding—Burnham, Stoepel & Co., of Detroit, have agreed to return to the receiver \$891, being the amount paid them by the Booths during four months preceding their failure in excess of the amount of goods furnished by the Detroit house during the same period.

Wm. Logie (Rindge, Kalmbach, Logie & Co.) left Monday for Boston, where he will make his headquarters at the United States Hotel for the next two weeks, pending the work of selecting goods for the opening trade.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Offerings continue fairly liberal and with very little trade in any variety the feeling is easy. Marrows, good to fancy, offered at \$2@2.15; medium, \$1.90@2; pea, \$1.90@2; lower grades, \$1.60@1.80 and entirely neglected. Kidney white held at \$2.10@2.15 for fancy; red and yellow eye, \$1.50@1.85.

Butter—Although 23c was considered the market and the bulk of the business in fancy creamery tubs was at that price, a few dealers not finding trade coming their way, and having a profit in stock in storage, started to cut prices on Saturday. This caused no little uneasiness in the market and the prospects are that the cut will be met by others this week. Firsts were easily sold at 22c and New York State and Pennsylvania extras at 22@22½c. No receipts of dairy extras and the lots coming in of other grades range from 19@20c for fair to good. Crock butter, 19@20c. Imitation creamery is all too poor to attract buyers; nothing here except 16@17c stuff and not wanted at those figures.

Cheese—Fairly good demand for fancy full cream state small at 11c and Western best goes at 10c and occasionally at 10½c. There is a good enquiry for cheap cheese around 8@9c and no offerings.

Eggs—The complaint of heated stock continues to increase and buyers are beginning to learn that fancy can not be purchased for less than 15c, and that figure is now generally accepted as the market. Dealers, however, are occasionally working 16c on strictly fancy. There is a heavy supply of so-called fresh 14@14½c eggs in this market, which will not improve by holding and are likely to cause considerable trouble before they are finally cleaned up.

Dressed Poultry—The extreme hot weather the past few days and consequent light demand for poultry is responsible for the sharp break in prices. Fowl could only be cleaned up at low figures and although some fancy lots of chickens were received, they met with no better fate. Fowl sold at 8½@9c for good to fancy, and chickens at 9@10c, with ordinary stock from 1 to even 2 cents less. No ducks here or wanted.

Live Poultry—Receipts heavy and with a slow demand buyers had everything their own way. Fowl sold at 9@9½c as a rule and chickens, large and fancy, at 10@10½c, with ordinary lots down to 9c. Ducks held up fairly well, but 70c was extreme on fancy large, and the bulk went at 50@60c for good to choice. No geese or turkeys offered.

Apples—Really fancy apples are not plenty in this market, but with such an abundance of other fruits trade is slack, and as the bulk of the stock coming in must be sold on arrival prices are ruling low. Regular best colored table fruit brings \$1.75, and an occasional barrel of selected, \$2. Green fancy, \$1.50@1.75. The bulk of good to choice

sells at \$1@1.25, and common, 50@75c per bbl.

Crab Apples—There was a rush of this fruit and as it is too early for canning purposes low prices were the rule. The best offerings in barrels went slow at \$1.25@1.50, and 8 to 12 lb. baskets at 10@12c.

Pears—Very unsettled; quality irregular, mostly stock which had to be worked off as soon as possible. Strictly fancy Bartlett's sold at \$3.25@3.50, but the bulk of arrivals went at \$2.50@3 for good to choice, and No. 2 at \$1.75@2; Clapp's fancy, \$1.50@1.75; No. 2, 75c@1; other varieties choice, \$1.25@1.50.

Peaches—A better class of State and Michigan fruit is arriving and prices are generally higher, with demand daily improving. Maryland and Delaware fancy sold at 65@75c in baskets; carriers, \$1.50@1.75. Michigan and Ohio fancy yellow, per bu., \$1.50@1.75; good to choice, \$1@1.25; culls, 50@75c. Michigan fancy white \$1@1.25. N. Y. State fancy, ½ bu. baskets, 65@75c; good to choice, 50@60c. Fancy peaches from outside points will sell in this market at strong prices for the next two weeks as the State crop will not be ready before that time.

Plums—Market flooded, and although the demand is active receipts pour in daily. Yellow and green in 8 lb. baskets sell at 10@12c; large blue, 12@15c; Damsons, 12@14c; Michigan bu. baskets, 75c@1.

Grapes—Hudson River are in abundant supply and only light demand. N. Y. State Champions are selling better this week and bringing higher prices. Five lb. baskets, 8@9c, and a few fancy at 10c.

Huckleberries—Offerings mostly poor icehouse; anything fresh brought 9@10c per quart.

Blackberries—Dull at 6@8c per quart. Lemons—Strong; active demand. Fancy boxes, \$6.50@7.

Oranges—Nothing doing. Melons—Receipts excessively heavy and everything except exceptionally fine flavored and sound selling at very low prices. Watermelons, fancy large, \$15@16; medium, \$10@12 per 100. Muskmelons, per peck basket, 10@20c; per bushel, 40@60c.

Potatoes—Nearby stock is coming in so plentifully and in such fine condition and quality that offerings from other sections are much lower in price. There is no prospect of anything being done from outside points until the late crop begins to move. Fancy white is selling at 90c@1 per bbl., and good to choice at 60@75c. Nearby fancy, per bushel, 35@40c.

Sweet Potatoes—An active trade is looked for as soon as prices reach a more reasonable figure, which is expected this week. Jersey sweets are selling at \$3@3.25 and Maryland at \$2@2.50 per bbl.

Onions—Easier on light demand and a fairly good supply of all kinds. Yellow offered at \$1.25@1.50; white, \$1.25@1.40, and red, \$1.25@1.50 per bbl.

Celery—Heavy receipts and market weak. Choice to fancy large sold at

20@25c; fair to good, 12@15c per doz. stalks.

Cabb ge—Liberal supply and easy. Best large heads quoted at \$2@2.25; medium, \$1.25@1.75 per 100.

Cucumbers—A drug on the market, while pickles are scarce at 12@16c per 100.

Caiflower—Market is liberally supplied by local gardeners. Finest heads are selling at 50@60c per doz.

Tomatoes—Market irregular, ranging from 40@60c for fancy, according to receipts.

Peppers—Dull at 50c@1 per bbl.

Shelled Beans—Limas selling at 8@10c and others at 6@8c per quart.

Pumpkins—A few fancy sold at \$1@1.25 per doz.

Squash—Plenty and easy at 75c@1 per cwt.

Honey—New scarce and wanted at 16@17c per lb. for white; old neglected at 10@14c for white and 6@8c for dark.

Straw—No offerings as yet of new and enquiry is fairly active. Wheat and oat would bring \$8.50@9; rye, \$9@10 per ton track Buffalo.

Hay—Scarce and firm. Timothy prime, \$16@17 for loose baled; No. 1, \$15@15.50; No. 2, \$14@14.50 per ton on track.

Persistence Wins.

Persistence is characteristic of all men who have accomplished anything great. They may lack in some particular, may have many weaknesses and eccentricities, but the quality of persistence is never absent in a successful man. No matter what opposition he meets or what discouragements overtake him, he is always persistent. Drudgery can not disgust him, labor can not weary him. He will persist, no matter what comes or goes; it is a part of his nature; he could almost as easily stop breathing. It is not so much brilliancy of intellect or fertility of resource as persistency of effort, constancy of purpose, that gives success. Persistency always inspires confidence. Everybody believes in a man who persists. He may meet misfortunes, sorrows and reverses, but everybody believes that he will ultimately triumph, because they know there is no keeping him down. "Does he keep at it—is he persistent?" This is the question which the world asks about a man. Even a man with small ability will often succeed if he has the quality of persistence, where a genius without it would fail.

Almonds Spoiled in the Curing.

From the New York Tribune.
A wholesale confectioner of this city who has lately returned from a trip through the almond growing district of California, says that he learned with surprise that the almond growers have for years been depriving the almonds of their finest flavor in order to give them the color demanded by the Eastern trade. He tried the almond in its natural state, just as it comes from the tree, and wondered at the superior flavor which it had over the almond prepared for market. He will no longer insist on color perfection, and believes that he can educate his customers into eating the natural nut.

The California almond grows on low, thickly leaved trees which are planted in regular rows. These trees receive as much care as vegetables in a garden. The season of harvest begins early in August and lasts through two weeks of September. The nuts are beaten from the trees, usually by tramps picked up along the railroad, who are glad to do the light work for \$1 a day. Sheets are spread under the trees to catch the falling nuts, and big wagons carry the results of the tree beaters' work to the hulling machine. The huller works like a threshing machine, and few nuts pass through without losing their green outer covering. The sorting is done by girls and women.

It is at this stage that the preparation for market should stop, according to the grower. The nut is then light yellow in color, slightly soft and shows a trace of oil. If it were not for the light yellow color the grower would do no more. The trade, however, demands that the nut shall be golden yellow, and the grower knows how to make it so. The hulled nuts are spread on flat trays and placed for forty-eight hours in the hot sun. They are then placed in a "bleaching house." The sulphur fumes are turned on, and the color of the nut slowly changes into a brownish golden shade, just as the color of a woman's hair is changed under a somewhat similar process. The nut is finer to look at, and if almonds were used for parlor ornaments all would be well, but the exquisite flavor of the nut is greedily eaten out by the sulphur, or at least the best part of it, and the grower is sorry.

Alabama's crop of oranges and lemons looks fine and promises to be an unusually large one.

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.

ESTABLISHED THIRTY YEARS

We want 500 barrels fancy Duchess Apples
10,000 pounds Comb Honey
1,000 bushels new crop Rice Pop-Corn
10 cars solid White Potatoes
Quote quality, quantity and bottom price.

A. A. GEROE & SON, TOLEDO, OHIO

THREE TELEPHONES AND POSTAL WIRE IN OFFICE

WHOLESALE FRUITS AND PRODUCE

Fruits and Produce.

A Heavy Yield of Apples All Over the Country.

H. E. VanDeman in Green's Fruitgrower.

The apple crop for the year 1900 in the United States and Canada will be the largest and best in quality on record. There are a few sections where the crop is light, as for instance Minnesota and the adjoining states, where there scarcely will be a fair supply of fall apples, and only enough for home use at the most, while they last, but the average for the country will be above that of several years past, if not the largest ever known. The great apple-growing region of the Mississippi Valley, which includes the States of Ohio, Indiana, Kentucky, Illinois, Iowa, Nebraska, Missouri, Kansas and Arkansas, is well supplied with winter apples except in some localities. This is the Ben Davis country, and there are millions of bushels of that variety now nearing maturity that will have to find a market in the Northern and Eastern States and in Europe. Besides there are other varieties such as Winesap, Jonathan, Missouri, Gano, York Imperial, etc., that will swell the amount very materially. In Michigan, Pennsylvania, New York, and the New England States, where Baldwin and R. I. Greening are the leaders, there is a good crop in sight. Ontario and Nova Scotia are in the same condition. Aside from the difference in distance to market, this year will witness a fair race between Ben Davis and Baldwin for popularity. Both varieties will average well up to their best standards. Virginia and North Carolina have a fair crop of Winesap, Ben Davis, etc., but only about one-fourth of a crop of the famous Newtown. California, Oregon, and Washington are carrying a fair apple crop.

In view of this large and widely-distributed apple crop we should not expect high prices in any section. The buyers are thoroughly organized and posted as to where the fruit is located and about how much there is of it. The growers will be at the mercy of the dealers unless they use the best of judgment in preparing and marketing their apples. There are some fruit growers' unions that will greatly help the individual members to obtain better prices than they could do without belonging to such organizations, and the stricter are their rules as to packing, inspection, etc., the better will be the prices obtained.

The coming season will doubtless see the greatest export trade in apples that has ever been. We have the fruit and other nations want it. The exhibits made and being made at the Paris Exposition will have an invigorating influence upon the demand in Europe. The only point about which there need be fear is in sending anything but first-class apples there and in the best possible condition. The long distance and expense of transportation together with the exacting demands of the customers make the necessity doubly important that we do our best.

The apples must be of the first grade only. They must be put in clean and tidy packages and pressed so tightly that there will be no danger of "slack packing" being reported from the other side of the ocean. Depend upon it that every lot will be sold on the merits of the inside contents. Facing with good specimens will be worse than useless, because the good will sell for just the same as the poorest in the package. Take the advice of the shipping agent in regard to what, how, and when to ship.

The export trade in apples from the Pacific coast is increasing and it is hoped it will not be discouraged by dishonest and shortsighted practices.

The majority of the apple crop will long be marketed in barrels, but our Western friends have rarely used them, choosing the bushel box instead. There are several points in favor of the box. It is more easily handled, packs closer in cars and ships, is more easily inspected, and the bushel of fruit sells

for more than it will in a barrel. The European trade greatly prefers it. The size of the box is twenty-two inches long, eleven and a half inches wide, by ten and one-half inches high, outside measurement. This box is used by the Tasmanian shippers and is the fashionable package in the English markets. It affords a cheaper means of ocean transit than the barrel, because space is charged for instead of weight.

It is doubtful if holding apples over winter for a prospective advance in the spring is wise in a year of plenty. The dealers can do that same thing and are prepared for it. The loss from decay, expense of storage and handling, and the use of the capital are all to be considered. These often more than balance the increase in price. In years of scarcity, like the last one, the case is generally the reverse.

It is a good plan to have a storage house on the farm or at some other convenient place, in conjunction with neighbors. This can be used to hold apples and some other fruits until glut in the local trade have passed. I knew one orchard firm that saved \$2,000 on one lot of Ben Davis by having such a house. The houses need not be large nor very expensive to serve a good purpose.

Nearly a Million Quarts of Huckleberries.

From the New York Times.

The huckleberry crop is a godsend to the families of coal miners in the vicinity of Hazleton, Pa., returning to them between \$40,000 and \$50,000 every year during the months that the season lasts. In what is known as the Diamond addition of Hazleton one of the handsomest blocks of buildings is the property of a miner's widow, who was left penniless with three small children, all girls, ten years ago. The block was built and paid for entirely by the proceeds from the sale of huckleberries picked by the widow and her three children.

The huckleberry pickers of this region are chiefly the wives and children of the Hungarian miners and Italian laborers. An Italian woman can pick easily forty quarts a day, which, averaging the season through, is equivalent to \$2 earned.

Between the hours of 10 and 11 o'clock in the forenoon the berry pickers begin to come in from the hills, every vessel overflowing with the wild fruits. Dealers, to expedite the business, meet the pickers with wagons at convenient points, where the berries are purchased and paid for in cash on the spot. The average price is five cents a quart.

Huckleberry picking in this region has an accompaniment not familiar to other districts, it is said. Little dogs that form part of the huckleberry outfit go to the mountains with the pickers by the score. These dogs have an important duty to perform and they do not hesitate in the performance of it. Indeed, they seem to thoroughly enjoy it. Their duty is to hunt out and kill the rattlesnakes and copperhead snakes that are numerous on the huckleberry barrens, and warn the pickers of the proximity of the venomous reptiles.

The earnings of the Hungarian and Italian families at picking huckleberries in this part of the coal region will range from \$100 to \$200 each, according to the number and skill of the pickers. It is believed that nearly a million quarts will be picked and disposed of in the Hazleton market alone this year.

The Deceptive Billboard.

The man stood the other day about noon in front of a billboard adorned with dozens of advertisements, and he did not have the well known thrifty appearance of those who advertise. Indeed, he might well have been taken for a man who never advertised in his life, and didn't know what real good business was. He appeared to be reading everything on the board, but one big advertisement in black and white so attracted his attention that a policeman, after watching him for ten minutes, approached him. He didn't say anything, but merely stood by his side, for far be it from a well regulated policeman to be

rubbing into what does not vitally concern him. At last the man turned away, and as he did so he observed the bluecoat and sighed.

"What's wrong?" enquired the officer, glad of a chance to break into the reveries of the dreamer.

"I was merely thinking how untrue that advertisement was," he said, nodding over his shoulder toward the printing in question.

"Which one?" asked the policeman. "I thought all of them billboards told the truth."

"Not all of them, always, smiled the man wanly. "The one I refer to is that one which says: 'Yes, I'm it. I'm the very thing you were talking about at breakfast this morning!'"

"What's the matter with that?"

"It is not true."

"Why ain't it?"

"Because, responded the man, gazing dreamily off at the warm and tender blue sky, 'I didn't have any breakfast this morning.'"

"Oh!" exclaimed the policeman with a little start, and he moved up closer for further enquiry.

Recently a trainload of sixteen cars of canned asparagus was shipped east from Sacramento. The asparagus was grown along the Sacramento River.

Simple

Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

ESTABLISHED 1868

H. M. REYNOLDS & SON

Manufacturers of

STRICTLY HIGH GRADE TARRED FELT

Send us your orders, which will be shipped same day received. Prices with the market and qualities above it.

GRAND RAPIDS, MICH.

RIGHT NOW

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

NORTHROP, ROBERTSON & CARRIER

LANSING, MICHIGAN

BOUR'S

COFFEES

MAKE BUSINESS



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 5, 1900.

STATE OF MICHIGAN } ss. County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Aug. 29, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

GENERAL TRADE REVIEW.

One of the consequences of the good times prevailing for the last two or three years is the increase of summer vacations and resorting in all parts of the country. The explanation of the matter is that the people have money and are not under a pressure of necessity which compels them to continuous application during the uncomfortable weeks of the heated term. Thus the most comfortable surroundings are sought and business is permitted to wait until rest and a more propitious temperature warrant a resumption of activity. Politics and foreign complications have their restraining influence, to be sure, but the first reason given has more potency in the situation than ever before in the history of trade. For several years, since the beginning of the revival from the panic depression, the summer months have not been as dull in stock market centers as the two months just past. But the dullness has not been attended by decline in prices, and there is greater indication of improving values than of increasing activity. The public is slow to become interested in buying and holders are not at all anxious to sell.

Improvement in the industrial field is apparent all along the line. Price changes, where they have occurred, have been upward, thus tending to interest buyers. This is especially apparent in the iron and steel trades, all price changes showing advance and other prices being held firmly. Buying in structural forms has been especially active, showing that contractors were only waiting for the return to correct values. Some lines of Bessemer pig and other forms are even sold above quotations, showing that demand is eager when conditions are right. The influence of the foreign complications is apparent in increasing ocean freight rates, which tends to restrain the iron

and steel export. Great Britain is paying high premium for coal and for vessel room for its transportation, and while this temporarily affects other export business it is not a bad thing for the coal producers and the transportation companies. It will be a surprise to many that in spite of what are considered unfavorable conditions the export of iron products for the first seven months of the year is one-fourth greater than for the corresponding period of last year.

The continued high price and good foreign demand for cotton have operated as a restraining influence in cotton goods manufacture, many mills preferring to sell their holdings even at the expense of closing the mills. This, however, is a matter of temporary significance, as it will not be long before depletion of stocks will set the spindles to humming again.

As compared with last year railway transportation has shown an increase during the summer months except on some of the granger roads. The high price of wheat and corn so far in the new crop year has changed this condition, so that now all classes of roads are doing better business than what was considered phenomenal last year.

The pressure of the grain movement in the Southwest is so great that some car famines are being caused, although not to the extent indicated by some reports. Preparations for the rush have been in progress for some time and, while there is scarcity of accommodation for connecting lines, care is taken to keep the original shippers well supplied.

Clearing house business continues to show a decline as compared with last year at the Eastern centers, while in all other parts of the country there is a substantial increase. Exports from New York for August were nearly one-fourth greater than last year, while imports show an increase of 6.4 per cent., showing a healthy condition for the foreign trade balance.

The round-bottomed bottle was devised to promote healthfulness. Nathan Straus, of New York, says: "When I first introduced the pasteurized milk I found the work was largely undone by the carelessness of the users of the milk in leaving the bottle uncorked, thereby giving the unwholesome process an opportunity to get in its work again. I grappled with this problem, and the result was the use of a bottle that would not stand upright. It was absolutely necessary to keep the cork in, or the contents would be spilled." But for the bottle that wouldn't stand alone other uses were found. Then followed the invention of the pretty vase with claws to hold the bottle. Thus was a new industry, or a new branch of an old one, born.

The Pennsylvania Railroad Company has issued a circular which is interpreted to mean that women telegraph operators will not hereafter be educated or encouraged for such positions on that railway. On this the Philadelphia Press remarks: "As the company never makes a move of this kind without good and sufficient reason, looking to the safety of its traffic, experience must have taught that men are more enduring and responsible in the peculiar work named."

The summer girl, with the fires of flirtation burned low, sits sadly by the September and thinks of the wasted past.

THE COMING OF THE KING.

The business part of Grand Rapids is given up to the peach wagon. For two or three weeks it has been keeping in the public eye. For the last three days it has taken possession of the city. Ottawa street is fairly packed with it and is uncounted companions. Earlier, the moving mass from the Island Market reminds one of London's Threadneedle street at noon. Peach wagons block the way. They move, but the movement is that of the glacier crunching its resistless way towards the waiting warehouse. It is a sight well worth the seeing and forces upon the mind of the looker-on the fact that, in fruitland, even, the ways are blocked on the coming of the king.

Ever since the opening of the market, the coming of the Crawfords has been the topic of every tongue. Strawberries "came and went and left no sign;" the cherry, the currant and the blackberry greeted their admirers and departed without more than passing comment; the clingstone has been making its presence felt in the trade mart; but these have been only preparing the way for the real royal, and the crowded streets, the high-packed wagons and the eager buyers proclaim the fact that His Majesty has come.

To the non-frequenters of the market this seem so much gush. To the man there it is anything but that. To walk, morning after morning, through rows of the common and see only that brimming the baskets and the carts is wearisome. Its influence is depressing and degrading. It gives to the undeserving prominence. It lowers the standard of excellence and demoralizes public opinion. That has been the effect all along. The ordinary had come to be not only endured but considered well enough and, with low prices, was making the masses satisfied with the "common and unclean." When, then, with the eye accustomed to the clingstone and the rest of the plebeian orders, the ordinary was assuming an importance clearly not its own, in came the Crawford and the crowded condition of Ottawa street is the result. No wonder the world crowds to greet it. It deserves the greeting. It is more than prince among its fellows. It is kingly in size. It is royal in color. It is rich in the virtues which only the earth's best own; and as, ripe and royal, it moves in state through the throngs its popularity has called together, the once favorites in the market are so many pretenders and they slink back into the ranks of the common where they have always belonged.

It is meet that Grand Rapids should think much of the Crawford. It is the fruit that has made the city famous. Like another noble, it has turned the town from brick to marble. The stranger has been drawn hither, as these crowds show, and the peach that follows them homeward will confirm the flattering story they tell of the thrifty city they have left. Trusting to its own inherent worth, it has overcome opposition and stands first where it was once unknown. It has lifted the city with it and has added to even the State's good name, showing first, last and all the time that the real needs no recommendation and courts comparison, which always pushes it ahead.

The moral which the text from the peach wagon teaches needs no emphasis to drive it home. It is the real that always tells. The world is full of clingstones and they have their grades. They are not to be condemned for that. The

best of the clingstones will be sure to be appreciated—and that is a bad clingstone which does not do its best; but in the peach world the Crawford easily stands first. The most flagrant and determined prejudice can not make them second. The right of precedence may be awarded them—Nature has carefully seen to that—but when the real peach comes, only that rules and only that draws the crowds that are blocking the streets of Grand Rapids this morning.

Boston finds much comfort in the report of its milk inspector for the past year. While discoveries of the more or less extensive use of formaldehyde have been reported in many cities throughout the country, in Boston only eight samples, out of 14,530 analyzed during the year, were found to have been treated with the preserving compound. Only the small number of thirteen samples contained foreign substances, four having annatto and one caramel, and in each of the thirteen cases conviction was secured. Samples of butter to the number of 1,663 were examined during the year. A comparatively small number of these were found to be oleomargarine, and these had not been offered openly for sale. The number of restaurants serving oleomargarine without notice has still further diminished, and the illegal use of the substance is, confined chiefly to the dining-rooms of the smaller boarding-houses where transient guests are accommodated. During the year attention was directed to certain brands of Neufchatel and cream cheeses which possessed unusual keeping qualities, and it was found that borax and boric acid had been employed with a generous hand in their manufacture. One hundred and fifty-three samples were collected and examined, and in each case in which the preservatives were detected a letter was addressed to the retailer warning him to discontinue the sale. Within a comparatively short time it was discovered that it was impossible to obtain any more of the chemically preserved cheese.

It will be a surprise to many people to learn that more than 100,000 persons are engaged in the apian industry in this country. That is the estimate made by Prof. L. O. Howard, of the Agricultural Department, who expects the present census will show an astonishing development of this industry. There are 110 apian societies. Eight journals of considerable circulation are specially devoted to the industry. Fifteen steam-power factories and a very large number of small factories are engaged in the production of supplies of various kinds for the industry. The census will show, Prof. Howard thinks, that the present annual value of the products of the little workers is over \$20,000,000. Mr. Benton, the bee expert of the Department, estimates that the annual flower crop of the United States could support with the same average profit "ten times the number of colonies of bees it now supports," or enough to make the industry yield \$200,000,000 a year, and give employment and maintenance to 3,000,000 people.

The rapid growth of Cleveland's population, as shown by the recently published census returns, is attributed to the fact that that city has the advantage of cheap coal and iron ore; hence the establishment there of the many new manufacturing industries which have done so much toward swelling the number of residents.

WHY TRADING STAMPS FAIL.

Legitimate trade is an exchange of equal values, advantageous to the parties making it. Whatever is fair for the one is fair for the other and anything interfering with this adjustment is antagonistic to prosperous business. The trading stamp has shown itself to be such a disturber. It has no exchanging value. Its promise is greater than its ability to carry out. It pretends to give not something, but much, for nothing and, based as it is on deception, it realizes only its legitimate results.

Its method is simplicity itself, its strongest point. The trader buys stamps at 4 cents a hundred. When a customer purchases an article he receives in stamps 4 per cent. of the amount of the purchase. If the amount paid is a dollar, the customer receives a stamp with a buying value of 4 cents. When the number of stamps has sufficiently accumulated, the holder of them presents them at the house issuing them and with them buys there whatever article he may select. That is all there is to it. It is as easy as lying. The buyer has at last a literal something for nothing and the old notion of trade's being an exchange of values is so much rot.

On the principle that in trade, as in love and war, everything is fair, it is easy to admit that any method is commendable which will bring two customers where there has been but one. The upright tradesman, believing this and working for an honest increase of business, figures that he can afford to pay out 4 per cent. for an incoming 50 per cent., a consummation that is confidently promised him. Looking only at that phase of the condition and faithfully carrying out his part of the contract, he finds himself an unintentional cat's paw for raking the chestnuts of the sharper out of the fire. He finds, in working out the scheme, that these stamps are gifts, received as inducement to do what should be done without such inducement, and are based on the principle of something for nothing and so have nothing to do with an exchange of equal values. Such methods, however, constitute bribery, and bribery, it is submitted, is not legitimate business.

Time out of mind, the sharper has looked upon the public as a victim peculiarly his own. One touch of nature that has made him and the public kin is their common desire to get something without paying for it, the real difference between them being that the one schemes and the other is schemed against. Deceived by the hope that now his methods of gain-getting are to lead to desirable results, the gullible customer takes the deceptive trading stamp which has cost him nothing and, indifferent to what he gets, because the mouth of the gift-horse is not to be examined, goes to the trading stamp store to find that the old has not passed away and, cajoled alike by his dishonest hope and his more dishonest dealer, he goes home with a lot of merchandise not worth the carrying, condemning them and the vendor and cursing himself as the third deluded factor in the liveliest game of commercial cut-throat that the century can produce. There has been no exchange of equal values and the dealer who trusts to the cajolery of the trading stamp will show himself the cheat that he really is.

What, in the meantime, becomes of the legitimate trader? He was promised an increase of trade. Does he get it? A sixty days' trial furnishes no such re-

turns. He has retained his old customers, but that is due to the 4 per cent. bonus he was forced to pay for his trading stamps and can hardly be put down as profit; and the same percentage more than covers any gain that comes from an increase of trade and certainly from any increase of customers. That was a threat held over his head by the trading stamp and which forced him against his judgment to use it—a basis of business neither recommended nor encouraged by the principles governing finance.

Its simplicity was its strongest recommendation; but it did not prove so simple. The details occasioned no end of trouble and annoyance. It bothered the clerks and it bothered the book-keeper. It was a hindrance here and led to misunderstanding there, all of which might have been put up with had it paid; but it did not pay. The trial certified to one fact—that the rewards, whatever they were, were secured by the party who did not do the work.

In addition to this decided objection, the lack of responsibility of the house behind the trading stamp was the cause of constant complaint. That the goods bought with the stamp were good for nothing goes without saying; that the swindled public refused to be comforted needs no proof; but when the legitimate tradesman was held responsible for an evil he was powerless to avert, that was the last straw on the camel's back; he rebelled. He denounced the whole scheme as a system of bribery, cajolery and threat—three features having no more to do with an equivalent exchange of values than the dishonesty underlying all of them.

The rights of the wheelmen in Indianapolis have been invaded by the mayor, who has instructed the police to prevent the standing of wheels against the curbs in the business streets. This action was taken, it is said, at the instigation of business men, who have made complaints that bicycles left at the curbs obstruct the streets and annoy people alighting from carriages. Court action to test the matter is contemplated, and it would appear that the wheelmen have a good case. As the Indianapolis Press argues, "the rider of a bicycle is entitled to the use of the street equally with the owner of a carriage. His bicycle is in the same class of vehicles with the carriage, taxed in the same way, and in a greater degree than the carriage, in proportion to the use of the street, and he is entitled to exactly the same privileges. There would be just as much reason in requiring carriages to be left at livery stables instead of kept waiting in front of shops for their owners as in requiring bicyclists to store their wheels while they are busy in the stores."

New York University has established a new school to be known as the School of Commerce, Accounts and Finance, which will open Oct. 1. The classes will meet evenings to permit the attendance of young men employed during the day in business houses. The school is the result of the present general movement in the United States and Europe in behalf of the higher commercial education, and enthusiastic action on the part of the professional accountants in the State of New York. Accountancy was raised to the dignity of a legally recognized and safeguarded profession in New York by the certified public accounts act of 1896.

A RADIATING CENTER.

The Tradesman wishes to call attention to the Village Improvement department of this week's paper and asks that every storekeeper into whose hands the paper comes may give the article found there a thoughtful perusal. There is no subject which has so much to do with the internal and external life of a community, large or small, as the expression of it as it appears in its physical development. The one is an unerring proclaimer of the other; and personal life and character are no more surely declared by the face, the dress, the speech and the walk of the man inside than the character of a community is by its general appearance. A beautiful street tells of a beauty loving community. A common, carpeted with rich green grass, made attractive with trees and brightened with well-taken-care-of flower beds and playing fountains, tells pretty fair stories of what that public life likes. The church indicates what its communicants are—they are only a part of the whole—but the school house, the faithful exponent of the people's educational life, shows what the real town life is. There it lives and moves and has its being; there it finds its best expression; and a handsome school house, well situated and cared for, with well-planted trees and vines, states unquestioned facts of the men and women who have planned and executed, and the facts are always pleasing ones.

Now, then, it is a matter of experience that the life of rural communities centers not in the church and not in the school house—that is the best place for its expression—but in the store. The business man does not go to church oftener in the country than he does in the city. He does go to the store. He is never too tired, whatever his business may be, to drop in and exchange jokes and ideas with the men he knows and is sure to find there. It is by common consent the clearing place for the news of the neighborhood, and a day never passes when this business is not thoroughly transacted. Here public opinion first finds vent to approve or condemn. Here village life and matters are discussed and, right here in this radiating center, on the counter or behind it, is the storekeeper, the man whose opinion oftenest expresses itself and prevails in the community in which his store is located.

Why? Because he is the head of the gathering place and controls it. He is the man through whose hands the money of the village passes in the majority of cases, be it much or little, and his opinion, naturally oftenest sought for, receives more consideration and so exercises a larger influence. He speaks and the rest listen. He frowns and they condemn. He smiles and they approve and the blessing becomes fact. The mud hole mentioned in the article was thus disposed of. The man behind the counter for ten good years did not care. One morning he realized the dreadful condition of things and the mud hole was filled up. The rest will come. As surely as a new carpet is followed by a refurbishing of the apartment, just so surely the thought radiating from this center will exact the needed changes.

How much the storekeeper has to do with the improvements needed in his village, every person in that village knows. A line of trees, a decent sidewalk, a well-kept turf, a curtaining vine, a well-graded street, a school house well appointed outside and in,

are some of the objects which must receive his sanction if they are to be. Often without being aware of it, that store of his is the village lawgiver and, as it hands down its opinion, so the village lives and thrives. That these radiating centers may be made to understand the responsibility depending upon them is the object of this article. That the men standing at these centers—the acknowledged prime movers in every action controlling the public weal—may do their part in the good work going on around them is the Tradesman's most earnest desire; and, if Michigan becomes, as it ought to be, as well known for its beautiful villages as for its fruits and furniture, it will be because the storekeeper—the real radiating center of the community in which he lives—has turned the good that is in him to the best account.

The advantages of vertical writing are interestingly set forth in a pamphlet just issued by a Boston firm. The occasion for this publication was doubtless furnished by the recent action of the school superintendents of New York City in recommending the abandonment of the vertical system. The objections most commonly urged against vertical writing are that it lacks individuality, tends to backhandedness, and sacrifices speed. Business men are often said to dislike it, especially for the last reason. The charge that vertical writing is slow is admitted by the writer of the pamphlet in question to have some force. The slowness, however, is attributed chiefly to the newness of the system. Moreover, even if vertical writing is slower to execute than is the slanting style, it is easier to read. Loss of speed on the part of the writer is thus offset by increase of speed on the part of the reader. As one business man remarks: "If it is at all slower in execution, its legibility saves the business man more time in reading than is lost by the man who writes it." The chief advantage of the vertical style is its legibility. This makes it unquestionably superior to the slanting style for library use. Whether it is equally well adapted to commercial purposes appears still to be somewhat doubtful. In any case, the field of business correspondence will be monopolized more and more extensively by the typewriter, which combines both speed and legibility.

To demonstrate that frozen Australian mutton can be shipped in good condition to this country, a spring lamb killed and dressed in New Zealand has been sent to an importing firm in New York. It reached here on the steamer Majestic, after its transportation of 17,000 miles. It is good and solid despite its long journey of seventy days. In view of the fine quality and the cheapness and abundance of lambs in Australia the experiment is regarded with much interest by American meat dealers.

Wisconsin produced 100,000,000 pounds of butter and 64,000,000 pounds of cheese last year. The butter was valued at an average of 20 cents a pound, or \$20,000,000, and the cheese over 12 cents, or \$8,000,000.

Men of age think less of their birth-days every year. Each one brings more infirmities and fewer presents.

A word to the wise is sufficient. Two fools will argue with each other until wisdom is tired.

Butter and Eggs

Observations by a Gotham Egg Man.

A new machine for candling eggs has lately been set up in the egg department of one of our large egg merchants, a description of which should be interesting to our readers. The idea of the apparatus came from England originally, as I am informed, but has been improved upon by Yankee ingenuity and the machine as now shown is being promoted by a Philadelphia house.

The apparatus consists of a dark room about four by five feet on the floor space and seven or eight feet high. Through the back of this and extending about four feet on either side runs a wooden frame or tray through which the eggs are made to pass in review. In the bottom of this tray, in the parts which project from either side of the dark room run two broad belts which carry the eggs to and from the candling device which is located in the dark room. The belt carrying the eggs to the dark room runs under metal partitions which divide the eggs into three ways from which they roll upon an endless chain passing through the tray in the dark room over a series of electric lights in such manner as to display twenty-seven eggs over the light at one time. When the endless chain of spools is made to revolve the eggs are carried along the tray and delivered on another belt outside the dark room from which they are repacked.

The endless chain which forms the bottom of the tray in the dark room is formed of iron spools placed side by side in three rows in such a way that the eggs rest in the hollows between them and are rotated as the spools revolve.

The motion of the two carrying belts and of the endless chain of spools is controlled by a crank operated in the dark room and independent rotation of the spools is given by a lever at the hand of the operator.

The operation of the apparatus requires three persons; one to load the eggs upon the feeding belt, one to re-handle the goods from the delivery belt and one to candle. The eggs are dumped upon the feed belt, the operator turns the crank, carrying the eggs along on the feed belt and delivering them through the ways upon the endless chain of spools in the dark room. When the eggs have been thus carried across the dark room there are twenty-seven of them—nine one way and three the other—through which the light from below shines and from which the defective eggs may be picked out rapidly. By a turn of the lever the spools upon which the eggs rest revolve rapidly and the eggs turn with them, giving opportunity to judge of strength and condition. When the twenty-seven have been sufficiently inspected the crank is turned, the belts and endless chain move onward, the twenty-seven eggs roll out on the delivery belt and their place taken by twenty-seven more supplied from the feedbelt.

The operation of the apparatus is comparatively simple and with skill in its manipulation, which could doubtless be easily acquired by any egg candler, it should make the candling of eggs much more rapid than the usual method of handling.

Practical egg men who have seen this machine at work differ somewhat in their opinion of its merits; some think it would not give opportunity for as close candling as they deem necessary

in grading eggs for the highest class of trade; others think it would; all agree that it affords rapid method of taking out rots and spots.

Personally I could see no reason why the apparatus does not afford opportunity for as close assortment as anyone wishes to make but of course the closer the examination the more time is required; this however is the case with hand candling and the economy of time would probably be relatively the same.

It struck me that some improvements could be made in the machine. The glare of the electric light through the interstices of the endless chain of spools is trying to the eyes and detracts somewhat from the clearness with which the eye sees the eggs. I understand that the promoters of the apparatus contemplate a remedy for this. Then the eggs are on a horizontal plane, the lights directly under them and the eye of the candler more or less out of the direct line. If the spool chain could be tipped a little on the back edge and the eggs brought nearer to a direct line between the eye and the lights the inspection would be facilitated.

If the apparatus proves upon general use to be as economical and efficient as it seems to be upon casual inspection it would be easy to rig it to run with electric or other motor so that its motions, both in running the belts and in rotating the spools, could be controlled by pressing a couple of buttons on the floor with the foot, thus leaving the candler the uninterrupted and free use of both hands for assorting.

It struck me that this apparatus would be an excellent one for egg shippers' use. The growth of the "at mark" system of egg selling is making it more and more possible to get full value for eggs which are properly graded in the country and with this machine a shipper could very rapidly cull out the rots and spots or make as much closer assortment as he desired.—N. Y. Produce Review.

Meeting of Michigan Produce Shippers' Association.

The third annual convention of the Michigan Produce Shippers' Association was held at Fellowcraft Hall, Detroit, Wednesday, Aug. 29. A very interesting programme had been prepared for the occasion, and was partially carried out, but the absence of several leading members of the organization, due to the illness of themselves or their families served to curtail the proceedings and shorten the sessions. The convention was also hampered by the intense heat and a counter attraction in the shape of the great K. of P. encampment, which also deprived the convention of the presence of some who were expected to take part in the proceedings. The election of officers was deferred until the next convention, which will be held in Grand Rapids the first week in January.

On Thursday the project of organizing a National Produce Shippers' Association was discussed at considerable length, resulting in the adoption of a resolution to defer further action until the January meeting at Grand Rapids.

Shelled Egg Exports.

Vast quantities of shelled eggs are exported from Russia in hermetically sealed tins and are drawn off through a tap. One tin holds from 1,000 to 1,500 eggs. The eggs must be carefully selected, as a bad one would spoil all the others in the can.

GRASS SEED, PRODUCE, FRUIT, ETC.

WE WANT TO BUY—

HONEY

ALSO NEED PEACHES, PLUMS, PEARS.

WRITE US.

STRANGE & NOKES, CLEVELAND, OHIO.

GRAPES—Direct from Grower

Large crop. All varieties, finest quality, honest packing. Prompt shipment. Season Sept. 1 to Nov. 1. Order your grapes direct from grower and get them fresh. Fruit picked and shipped same day as receipt of order.

Wm. K. Munson, Fruitgrower,

Citizens Phone 2599-1.

Grand Rapids, Mich.

Rural Route No. 4

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

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

ESTABLISHED 1886.

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

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



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

The New York Market

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

New York, Sept. 1.—There is a sort of feeling of relief that July and August have run their course and that autumn, with its returning tide of business, will soon be in evidence. There is a sort of uneasiness among merchants, owing perhaps to the coming election and to the Asiatic outlook, but beneath it all is a confidence that we are more likely than not to have more "fat" years.

Rio coffee on the spot in an invoice way continues quotable at 8½c. The general tone of the coffee market is steady and trade appears to be moving in just about the average fashion. The only item that could be of any interest was the announcement of the ending of the strike in Brazil and that much larger receipts at both Rio and Santos may be confidently expected within a few days. In store and afloat the amount of Brazil coffee aggregates 763,330 bags, against 1,241,213 bags at the same time last year. In mild grades there is very little doing. Prices are firmly maintained, however, and good Cucuta is quotable at 10½c. There has been some improvement in the demand for Brazil sorts and firm rates have prevailed.

Intimation had been given that an advance in sugar quotations would be made Thursday and the result was a big trade in order to take advantage of old rates. The rise has seemingly been caused by great scarcity of raw stock and may last some time. The advance was made by all refineries, some of which have closed down temporarily.

There has been a fair volume of business in teas transacted during the week and prices are well held. Quotations are on the basis of 24@24½c for Formosas; new crop Japans, 26½@27c; Young Hysons, 21½@22½c.

There has been a light demand for rice all the week and buyers seem inclined to take the smallest amounts they can get along with. The call has not been sufficient to bring out large stocks and the situation generally is a waiting one. Prime to choice Southern, 5½@5½c.

There has been some little business in pepper, and the spice market generally seems to be assuming a better condition with the advancing season. Prices are unchanged and generally firmly held.

Offerings of molasses are light but appear to be sufficient to meet the demand, which is of a holiday character. The weather still keeps very hot and dealers are not disposed to take any chances on large lots of molasses while the mercury is about 90 day after day. Good to prime centrifugal is worth from 20@25c through most all fractions. Low grades seem to be meeting with a better request than last week and some trading has been done on a basis of about 9c f. o. b. New Orleans. Foreign grades are steady, with Puerto Rico held from 34@40c.

Syrups are quiet and unchanged as to demand. Offerings are moderate and prices are practically as last week.

The canned goods market generally has been quite active and the call for peaches has been especially good. While the pack is likely to be large and of excellent quality, the chances are good for its absorption and quotations are not at all shaky. Yellow peaches of Maryland pack are good property to buy at \$1.35@1.60 for higher grades. Salmon is booming and is also good property to buy. Maryland is protesting that the corn pack in that State will be light, but there is apt to be enough from other sections.

Lemons have been firmly held and orders in good number have come to hand from all sections. Sicily are worth from \$5.25@5.50 per box for 300s and 4.75@5.50 for 360s. Oranges are firm and high. Valencia fruit is worth from \$5.25@6 per box. Larger arrivals of bananas have made lower rates and the market ranges from \$1@1.25 per bunch for firsts. Pineapples are dull and quotations are irregular, red Floridas, per

crate, 24s, commanding \$3.50@4; 30s, \$3@3.50.

Dried fruits are inactive, except for currants, which have doubled in price and brought quite a fortune to certain dealers—\$50,000, it is said. There is also a little more demand or at least enquiry about raisins, and another fortnight will see, it is thought, a decided change for the better.

In butter the small supply of desirable stock continues and the rate of 22c for best Western creamery is still maintained. The demand is not excessively large, although it is likely that with the return of many from the country soon there will be an enlarged enquiry. Thirds to firsts creamery, 18@21c; imitation creamery, quiet within the range of 16½@18c.

Really desirable cheese is selling fairly well and the range for full cream is 10¾@10½c for colored and 10¼c for white. The quality is not all that it should be, owing to hot weather and drouth.

Best Western eggs are quotable as high as 17½c, with an average of 16@17c. The tone of the market is very firm and, as arrivals are light, the outlook is for well-held quotations for some little time.

The bean market is dull and the quotations are about nominal. Supplies are not excessive. Prices are practically unchanged from last week.

Brazil nuts are said to be scarce and quotations have rapidly advanced, carload lots selling from 9½@10c. Sicily filberts are strong.

Fourteen hundred boxes of Valencia layer raisins, to arrive Sept. 6, have been sold at 8¾@9c. The market abroad is reported strong.

Olives promise to be a light crop and quotations are almost certain to be advanced very decidedly.

Day for Fruits in the Tropics Is Dawning.

We are just on the threshold of developing the world's crop of fruits. In the temperate zones the grains, cereals and cattle have reached a higher state of evolution than any other products; but the day for the fruits of the tropics is dawning. From South and Central America, from equatorial Africa and from the lands of the Orient streams of tropical fruits will in the near future pour into Europe and America in return for the cereals, meats and products of the colder climes. Under modern agricultural methods an abundance of fruits for the whole world can be raised in these warm regions at a cost so low that none need be so poor as to go without them.

The importance of this change of food supply upon our national diet will be of interest to those engaged in the physiological study of the civilized man, says the Scientific American. With rich, nourishing tropical fruits so cheap, our meat diet, among the poor at least, must decline. The effect upon the physical and mental characteristics of the race will be interesting. One of the chief drawbacks to the more rapid spread of vegetarianism is said to be due to the insufficient variety of our common fruits and vegetables. The cultivation and development of the fruit crops of the tropics by white settlers must inevitably tend to remove this restriction.

Fruit culture in the tropics is at present in the most primitive stage; except in a few notable instances, these tropical products are grown just as nature first produced them. Little or no attempt has been made to double the yield or to improve the quality. The policy of the native farmers has been to do more than was actually necessary. In view of the changes in tropical geography of the world wrought by recent wars, the question of the future of the agriculture and horticulture of these

lands is rapidly assuming great importance. If the possibilities of the soil and climate under improved culture and the application of farming implements and machinery are all that leading scientists claim, the world's food supply ought to be doubled and tripled in the next decade or two.

According to scientific horticulturists, these improvements will be along two lines. The first will be the improvement and development of the soil so that its utmost capacity can be measured. As in the North, the earth will be fed and not simply robbed of its fertility. An acre of pineapples, bananas or coconuts under a good system of culture should produce twice as many fruits as it does to-day. Modern machinery and farm implements will help the crops in thus utilizing the fertility that has been buried in the subsoil for thousands of

years. The loosening of the top soil, and the consequent freeing of the imprisoned nitrogen should stimulate the growth of the trees and plants so that they will assume a greater size and productivity.

But while intensive methods of agriculture and horticulture in the direct line of cultivating the soil will have marvelous effects, the greatest improvements are looked for in the improvement of the plants and products by careful selection, hybridization and grafting. Our horticulture owes much to these simple processes. The white men have brought from the tropics plants which have been adapted to cold climates. If the same methods are employed to improve the tropical plants in their own homes the results must be even greater. This has already been demonstrated in the banana, coconut, pineapple and orange groves of South and Central America.

Walker Egg & Produce Co.,

54-56 Woodbridge Street, W. 24 Market Street. 484 18th Street, Detroit, Mich.
150 King Street, 161-163 King Street, Chatham, Ontario.

Commission Merchants and Wholesale Butter and Eggs.

We are in the market for

200,000 lbs. Dairy Butter, 100,000 doz. Eggs.

Write us for prices. We pay CASH on arrival. We handle in our Detroit stores a full line of Country Produce, Fruits, Cheese, Beans, Peas, etc. We can handle your consignments promptly and make satisfactory returns. Send us your shipments. Established 15 years.

References: Any Detroit or Chicago bank.

COOK—CHAMBERMAID.—By North Ireland laundress; also chambermaid and waitress; references. ATLAS, 342 8th-ave.

WANTED—EVERY DEALER IN EGGS, butter and poultry to write for prices or make a trial shipment to the leading produce house on the Eastern market. SCHAFFER, BERNES & Co., 308 E. High St., Detroit, Mich.

COOK—By young woman, with good reference. Call 127 West 60th-st., rink Vanhousen's bell.

To gentleman by Swede, with A1 reference. PETERSON.

City ADM. near Central 13 room bathrooms, 13 room bathrooms, electric light, cabinet, thing West Side; sell, exchange rent, \$2,500; might exchange. F. R. HOUGH.

Go Let for

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.

For Spot Cash

and top market prices ship your BUTTER AND EGGS to

R. Hirt, Jr.,

Wholesale Dealer in Butter, Eggs and Produce.

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435-437-439 Winder St.

References: Dun or Bradstreet, City Savings Bank.

Woman's World

Shaking Up as a Remedy For Modern Ills.

The other day a willful, 15-year-old girl, in a neighboring city, disobeyed her parents, and when she returned home her wrathful father emphasized his rebuke by giving her a good shaking, whereupon she went promptly forth and had her stern parent arrested for assault and battery, in which she was upheld by the magistrate before whom the case was tried, who contended that fifteen was past the shaking age limit and fined the man for inculcating obedience by physical force.

Perhaps the magistrate was right. If the girl had been spanked sufficiently when she was little, she wouldn't have needed a shaking so badly when she was older, and it ought to be a solemn warning to all parents to begin in time on their children, but the incident calls attention once more to the hardships of having to treat as reasonable and sensible human beings those who are nothing but spoiled children—who never outgrow the shaking age in mind and character—and who ought to be dealt with on that basis. We all know so many people who are ruining their own and other people's lives, and who might be regenerated and made agreeable members of society, if only there was somebody who had the right to give them a good shaking every now and then and make them behave themselves.

And, oh, wouldn't you like to be the lord high executioner?

Think of all our discontented, disgruntled friends who, with all the materials for happiness in their hands, deliberately throw them away, and get nothing but misery for themselves and others out of life, and let us, brethren and sisters, heave a sigh over the fact that custom and law put a time limit to the age at which people can be forcibly reminded of their blessings, if they can't be appealed to in any other way.

There's the domestic woman, for instance, who has a good husband and a comfortable home and little children, yet who is always bemoaning the slavery of her lot and exalting and envying the freedom of the bachelor woman. She complains that she is forever ordering meals and darning stockings and cleaning up the house and washing little faces and tying up hurt fingers. "Is this an adequate way for an intellect like mine to expend itself?" she demands tragically. "What do I get for my labor beyond my food and clothes and—er—er—perhaps a trip to Macatawa Park or Bay View in the summer, and things like that?" The idea of such a woman making a bid for public sympathy, on the grounds of her misfortunes in life is a public outrage, yet there isn't a week we don't hear one do it, and the queer thing about it all is that she is in dead earnest and considers herself a poor, put-upon, down-trodden member of the community.

Doesn't she need somebody to give her a good shaking and make her remember her mercies? She talks about the liberty of the bachelor woman and never stops to think that liberty's other name for a woman is loneliness. The woman who can go and come as she pleases is the most forlorn creature on earth, because it means that nobody cares, when she goes, whether she ever comes back or not. The housekeeping woman complains of her drudgery. Doesn't she have time every day of

her life to lie down if she feels bad? Doesn't she have leisure to gossip with a neighbor? Does she have even the slightest conception of the work of the hard-driven woman in a store or office, who can't even afford herself the luxury of time to be sick? As for the pay, count upon your fingers, my dear, discontented, domestic woman all the business and professional women you know who earn enough to enable them to live in the style you do and tell me if you don't think you have a pretty good paying, soft job? Any woman who has a good husband and a good home has drawn the capital prize in the lottery of life and she has no right to be anything but happy herself and make other people happy.

Then there are the wall-eyed geniuses with which so many families are afflicted. Sometimes she plays on the piano, sometimes she messes up things with paint; sometimes she writes verses and doesn't comb her hair; sometimes she haunts the matinees, buys actors' pictures and recites Kipling with fits and starts and in a hollow voice at evening entertainments. Whatever her special turn, she is never any account at home. Mother has to make all of her clothes, because she is too "literary" to learn how to sew. She can't wash the dishes, because that would ruin her hands for piano playing, so mother or the other girls have to do that, too. You couldn't trust her to clean up a room, because she is too artistically attached to dust to sweep under the bed, and you couldn't think of calling up a future Lady Macbeth to get breakfast, for while her eyes were rolling in a fine frenzy she would be sure to overlook the fact that the potatoes were burning and the steak was still in the ice box. So far as my experience of the family genius goes, she does nothing but loll around the house in an untidy wrapper and let everybody else wait on her—and when, finally, as only too frequently happens, some misguided man marries her, she merely shifts the scene of her incompetency and laziness and general-good-for-nothingness to another home, to make that uncomfortable. Wouldn't you just enjoy seeing somebody give her colossal vanity a jar and make her see that one good loaf of bread is better than a barrel of slushy poetic yearnings, that Wagner is all right as a side issue, but that it is a poor substitute for a clean hearth and a well-cooked dinner for a hungry man, and that the domestic stage affords ample room for all the histrionic ability any woman is likely to have? She'll need to know how to cajole and coax and weep when it is effective, and take high tragedy attitudes when it is necessary, if she wants to get along peaceably and comfortably with the average man.

Another woman who would be benefited by a good shaking is the married woman who clings to the idea that she is a fascinator. I don't mean the wicked women, who may be trusted to look out for themselves, but just those mushy, silly, sentimental creatures who carry on mild flirtations with any man they meet and who are always talking about affinities. They wear a far-away, pathetic look and their strong suit is being "misunderstood." Their husbands never understand them, by any chance, and they vaguely hint that they are pining away under the withering blight. Poor, dear John is good, of course. They don't criticize him—then they heave a sigh—but he is so martial. He isn't soulful like they are. He couldn't

Crockery and Glassware

AKRON STONEWARE.

Butters

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

Churns

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

Milkpans

1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each.	5 1/2

Fine Glazed Milkpans

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

Stewpans

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

Jugs

1/2 gal., per doz.	60
3/4 gal., per doz.	45
1 to 5 gal., per gal.	7

Tomato Jugs

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

Preserve Jars and Covers

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

Sealing Wax

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

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

No. 0 Sun.	1 15
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 54
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. Tilting cans.	7 25
5 gal. galv. iron Nacefas.	9 00

Pump Cans

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

LANTERNS

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

LANTERN GLOBES

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

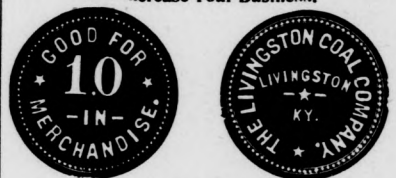
Jobbers of Stoneware

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.

DeYoung & Schaafsma

112 Monroe St., Grand Rapids, Mich.

Importers and Manufacturers' Agents of Crockery, Glassware, Lamps, Holiday Goods. Headquarters Decorated Opalware.

BARREL A

Pin Tray
5c and 10c assortment. All pieces rich gold traced and hand painted. Contains 1 dozen each of 12 varieties of articles, as pin trays, ash receivers, match holders, etc. A good many of them are sold for 10c.



Sells for 5c
size 4 in.

Comb Tray

1/2 dozen of each of 12 varieties of articles, as comb trays, spoon holders, teapot stands, jewel boxes, etc. All sell for 10c.



Sells for 10c
size 9 in.

All together 18 dozen assorted decorations for \$9.00.

Comb and Brush Tray



BARREL D

Contains 3 dozen 25c assortment as follows:

1/2 doz. Eau de Cologne bottles, 10 in. high; 1/2 doz. Eau de Cologne bottles, 9 1/2 in. high; 1/2 doz. complex brush trays, see cut, size 8x10 in.; 1/2 doz. cuff boxes, 6 1/2 in. high; 1/2 doz. cigar holders, 5 1/2 in. high; 1/2 doz. collar boxes, 5 in. high; 1/2 doz. handkerchief boxes, size 4x5 1/2 in.; 1/2 doz. fancy shape comb and brush trays, 1/2 doz. writing sets, complete, 3 pieces; 1/2 doz. manicure sets, complete, 3 pieces; 1/2 doz. smokers' sets, complete, 4 pieces; 1/2 doz. rose bowls, 3 doz. at \$2-\$6.00. Most all the pieces are worth double the money and are sold in many stores for 35c or 50c. Barrels A and D together, \$15.00. Barrels, 35c each. Write for catalogs of opalware.

simply live on Ella Wheeler Wilcox, he couldn't repeat a single passionate line from Swinburne to save his life, and the only thing that would really thrill him would be a raise in his salary. This type of woman lives mostly in hotels and boarding houses, where she has nothing to do but feed her ill-regulated mind on problem novels and erotic poetry, and that she doesn't oftener come to grief must be attributed to the long-suffering mercy of that Providence that watches over children and imbeciles. She isn't a bad woman at heart. She doesn't really mean to do any harm. She is merely sentimental and vain, but she has wrecked homes and caused murders. It isn't the intentionally criminal who do the most harm in this world. It is the silly fools. Everybody who has boarded about much knows dozens of such women, and no sensible person ever sees one without wishing they could take her by the shoulders and give her a good shaking and set her feet once more on the straight path of honest living.

There are plenty of other women who need a good pulling up and being made to look things squarely in the face. Among them is the working woman. There is the shop girl who chats with Mamie or Sadie about what she did at the lake last night, and who answers customers over her shoulder that "we hav n't got it," without ever taking the trouble to look. There is the stenographer who never learns how to spell or write a decent letter, and the woman who thinks that because she belongs to the once rich and blue-blooded De Smythe family, instead of the plain Smiths, anybody ought to be too glad to pay her any price for any sort of work. Yet these women wonder that they get starvation wages and loudly prate about the injustice of women's pay not equalling men's. My dear sisters, you need a good shaking up that will teach you that business is business and that if a man did his work as poorly as you are doing yours he would be fired the next day. Men don't expect as good work from women as from men and our petticoats are at once a shame and a protection to us.

Nor is this childish conduct confined by any means to women. There are just as many men who need to be pulled up in their career of folly, and made to act sensibly, and behave themselves as there are women. There is the man who lets his temper ruin all the happiness of his home. He may be otherwise a model of all the virtues, a good provider—in reality a loving husband and father—and when his wife and children can forget his irritability they do justice to his good qualities. This isn't generally until he is dead, and then they put him up a beautiful monument and people speak of how bravely they bear up under their affliction. There are plenty of men like that who say things to their wives so sneering and so insulting they would not dare to say them to a man of their own size. Their children fear them. Their coming is a wet blanket over the household. Doesn't such a man need somebody to take him up short and make him see the folly and the wickedness of throwing away all the beautiful love and pleasure he might have himself, and of which he is robbing others?

The moral of all of which would seem to be that inasmuch as we all, men and women, are but children of a larger growth, we should be treated as children and when we won't behave ourselves we should be made to.

Now, will you be good?

Dorothy Dix.

Glad To Cast Aside Borrowed Plumes.

Nothing that has occurred lately has filled the great mass of women with such undisguised joy as the discussion occasioned by the advent of the masculine shirt waist. It has come nearer to evening up things with the stranger sex than anything that has ever happened, and, best of all, has supplied us with a "thou also" argument, which, if poor logic, is an exceedingly handy retort to have about the house, as every woman knows from her own experience.

Hereafter, when our husbands and brothers grow sarcastic over the amount of time and thought we spend on dress, we shall simply have to recall to them the commotion created by the mere suggestion of a new style garment for men. Editors wrote columns about it; preachers took it for a subject of discourse; restaurants and hotels agonized over its reception and the rancor of a hot political campaign fell into nothingness before the burning question of whether to wear it or not. Lord! if women agitated themselves so much about every change in fashion, we should be in hysterics half the time. We shall also be primed and ready for the next man who asks us why we haven't the courage to wear short dresses, instead of the long, trailing abominations that we all admit are burdensome and unhygienic. We shall simply say: Were you brave enough to wear a cool shirt waist in the dog days?

There is one point, however, to which we all feel that, as women and sisters, we should call men's attention before they commit themselves to the shirt waist—and that is, properly worn, it is not comfortable. Of course, there are women who wear a shirt waist as if it was a meal bag, and who are comfortable in it, but they are on the same plane with the man who will wear suspenders with his shirt waist, and from the standpoint of fashion both are beyond the pale of consideration. The real shirt waist woman, who puts on the garment and gives it style, takes about four extra reefs in her stays and makes her belt a good two inches tighter than on any other occasion. You remember the man in Barrie's story who complained to his wife that he was uncomfortable in his Sunday clothes? "Comfortable!" she returns with scorn, "nobody but a man expects to be comfortable when they are dressed up." As a matter of fact, the shirt waist is the final triumph of looks over comfort.

When women took to wearing men's ties and collars, our brothers never ceased mocking us until we learned to tie a four-in-hand in a gentlemanly way and eschewed ready-made neckwear. In the same spirit we feel we have a right to demand that the men who adopt the shirt waist shall wear it in as lady-like a way as possible and give it the proper set. To do this requires at least six safety pins, applied with firmness and discretion where they will do the most good. Will any man be able to pin down his shirt waist so it won't raise up in the back and flop up at the sides? Observation teaches that no matter how gifted in other respects, no man has heretofore mastered the art of pinning anything so it would hold and the pin wouldn't stick into him. Still, he may live and learn.

Another disadvantage, as he will learn to his cost, is that it will force upon him the awful problem—that is responsible for so much nervous prostration in feminine ranks—of how to keep the belt line taut and trim. He can't go along in a happy-go-lucky fashion and

let the top of his trousers stick up above his belt or swag down below it, just as it happens. They have got to be absolutely straight and even. Women know all about the desperate and hopeless feeling that strikes a chill to the boldest heart when you realize that your skirt is swagging down in the back. One experience of it will satisfy men. They will realize that a man who has a living to make for his family has no time to keep the obstreperous shirt waist in working order, and they will be glad to cast aside their borrowed plumes and go back to the homely comfort of a sack coat.

Cora Stowell.

Will Interfere Next Time.

A Grand Rapids man was passing through a country district near the city one day, when off in a field he saw a boy throwing stones through the glass of a deserted house. The man's first impulse was to shout to him to stop, but then he thought that the boy's father should have taught him better things, and it was not his duty to chastise another man's children for their wickedness. So he went home that night and began to tell the instance at the supper table. His boy, who had been out in the country hunting all day, began to turn colors and finally broke out:

"Well, pa, you needn't be so roundabout. You know it was me, and I guess the man who owns it knew, for I saw him running after me down the road."

Before that evening was passed, sure enough, the owner of the old house drove up and demanded the pay for the glass—\$1.34.

No Cause for Kicking.

Dissatisfied Customer—You told me these crackers were rich with butter."

Grocer—So they are, sir. Try them with butter once and you'll see. Anything I can show you, madam?

No Waste in the Ox.

It is remarkable to what an extent the ox, when slaughtered, is utilized. Not so very long ago fully 40 per cent. of the carcass was wasted. It may be said that to-day nothing is wasted; everything, from the horns to the tail, is turned into money. The blood is used in the refining of sugar, or is hardened and employed in the manufacture of doorknobs and handles; the skin goes to the tanner; the horns and hoofs are turned into combs and buttons, the shin bones into backs of clothes brushes. The bones of the fore feet are worth \$25 a ton, being made into collar buttons, umbrella handles and various novelties, after the marrow has been boiled out of them. The small bones are burned instead of coal. From each foot a considerable quantity of oil is extracted; the tail is made into soup. The hair goes to the mattress maker and upholsterer; the fat to oleomakers; the intestines are used as sausage wrappers or are sold to gold-beaters. Even the undigested stuff in the stomach is turned to account, being made into paper. If anything is left over, it is turned into glue or is put on land as a fertilizer.

A Chicago Explanation.

Ella—I hope my minister won't see me out riding in this automobile this Sunday morning.

Stella—Why do you call him your minister? Do you attend his church?

Ella—No; but he always marries me.

It Often Happens.

"Jimmy, take this awful looking cabbage straight back to the grocer and tell him to send me a respectable one."

"He won't take it back, ma; me and Dicky played ball with it on the way home."

The best thing a bout a shirt waist is a man's arm, provided the right girl is inside of it.



The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods.

Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

National Biscuit Co.

Grand Rapids, Mich.

Dry Goods

The Dry Goods Market.

Staple Cottons—Medium and low grades have shown the best business, while the higher grades have been less active. In bleached cottons, tickets below 7c were in the best demand. Wide sheetings have shown a quiet business, and prices have remained stationary. Heavy brown goods remain the same as for the past two weeks. The demand in the United States has been limited and easily met by the sellers. Drills and ducks are quiet and somewhat irregular in spots. Denims are quiet, but there is considerably more demand coming to hand. Ticks and plaids show no change.

Prints and Gingham—In the way of improved demand during the past week or ten days, there seems to be in the printed goods more business for the narrow widths than anything else. There has been a good supply of reorders, covering the field pretty thoroughly. Staple prints have apparently been more attractive to buyers than fancies, although the latter have shown some increased business. While prices are nominally firm, sellers are easy to deal with in nearly all lines, but there is no weakness to be found. Indigo blues and mournings are in moderate request, and prices are steady. Turkey reds are in fair demand, but there is some slight weakness in some places. Percales show no change either in the volume of business or prices. Woven patterned shirtings in fine printed goods show some improvement in demand. Gingham is quiet and steady.

Dress Goods—There are evidences of increased business in certain directions in the dress goods market. This is due to the appearance in the market of quite a number of cutters-up, who have placed and are placing some very fair orders on such fabrics as broadcloths, chevots, mixtures, plaid backs and venetians. It is a welcome development for the dress goods manufacturer, but the pity is that it does not embrace a larger variety of fabrics. As regards the spring season, there is nothing in sight but preparations. At present evidence points to a delayed opening, many agents pointing out that there is grave danger in opening before the buyer has gotten through with the fall goods buying. They feel that it would be worse than useless to try and interest the buyer in spring goods before he is ready. Some agents handling foreign goods have already in a few instances approached Eastern buyers in regard to buying spring goods, but they found the buyers indisposed to even look at what they had to show. The cloaking agent has his troubles. It is not that buyers are not in evidence, so much as that they do not appear to know their wants, and are pursuing a policy of purchasing sample pieces. Orders, while numerically large, are not such as to make the heart of the manufacturer of cloakings rejoice. The truth of the matter is, the buyer proposes to provide for his needs when they become apparent. He proposes to run as few chances as possible. In the face of this attitude the lot of the cloaking agent is not a bed of roses by any means.

Underwear—There have been quite a number of large cancellations in heavy-weight lines, principally in cotton fleeced goods, but to offset this there have been further enquiries which have to some extent neutralized cancellations.

At other times the cancellations that were made early have been withdrawn, so that it is more than likely that in the end the quantity of goods canceled will be small.

Hosiery—The fall hosiery season is now in full swing, and buyers are numerous in the primary market. The patterns and styles are very extensive, and as a whole the colorings and designs are neater, and show more taste than in any other season. Stripes, both vertical and allround, lead, but there are also many very attractive goods with embroidered designs and figures in extracted designs. Purples, blues, cardinals and garnets in many new shades are seen, and so far have taken the lead in sales. A good deal of interest is centered in the lines of mercerized hosiery, but opinion is divided as to its future. Some of them have proven exceptionally attractive to the consumers during the summer and last spring, while other lines seem to have been neglected almost entirely. It is probable, however, that goods that are right will secure plenty of business. The domestic branch of the hosiery business is reported as quite satisfactory, and a large amount of business has been placed for fall goods. Manufacturers of seamless hosiery are considering the advisability of reducing their output on account of what appears to be an overproduction at present.

Carpets—The season of 1900 will go down in history as among the most unsatisfactory to carpet manufacturers, especially makers of ingrain, of any season for many years. While the mid-summer period is usually expected among retailers to be quiet, some of the oldest established houses report to the writer that this season in their branch of the business beats the record of any previous year. They find it difficult to account for this. Of course, they realize that in any presidential election year there is always a slacking up for a time until the buyers are able to understand what the future prospects will be, and the policy of the next administration. This year, in addition to this as an important factor, the weather conditions have played their part, which has no doubt materially affected trade. Not for many years has the season been so excessively hot all over the country. There is another factor which some claim has not been given due weight, and that is the fact that last season buyers, anticipating higher prices, placed larger orders than usual—much more than the immediate prospects of trade warranted, and as a result, having had less demand in a retail way than usual this season, they have not from the opening placed their usual complement of orders, except possibly in the South and West in ingrain. The duplicate orders necessarily will be light, and make the season much shorter than usual.

The first calcium carbide factory is now under way of construction in Russia. It is being built on the road from St. Petersburg to Imatra, in Finland. The famous Imatra waterfalls will furnish the required power, and it is reported that when the carbide factory will be completed an immense electric power station will be erected at Imatra. The falls will give a power of at least 40,000 horse-power, and it is intended to transmit the greater part of this power to St. Petersburg, where it is to be used for lighting and other industrial purposes. The cost of the plant will amount to \$5,000,000.

The Prince's New Frock Coat.

The Prince of Wales recently appeared at the Queen's garden party in a single-breasted frock coat, with silk lining extending to the edges and the lapels continuing all the way down to the bottom of the coat, giving the whole the appearance of a light overcoat. While there is some discussion as to whether there will be any change in frock coats in America, the consensus of opinion is that there will be none. There are some people who like to wear whatever the Prince wears, but there is a sturdy conservatism in regard to frock coats, as well as full dress and informal dinner dress. If any innovation would show a distinct advantage over the old form, we might adopt the new fashion, but as this coat that the Prince wore is very old-fashioned, and has no advantage over the one worn now, there is no reason for any change in this garment. It is not even overpopular in England.

Looked Up the Meaning of the Words.

It was in an open street car. A man of years and sedateness sat next to a young man who was consulting a pocket dictionary. By and by, and without any premonitory symptoms, the sedate man said:

"It's in there. I was looking over one of them books yesterday, and I picked out the very words."

"What do you refer to?" asked the young man?

"To what a woman up my way called me when I asked her to marry me."

"And what was it?"

"A conclave cataleptic semi-annual old idiot. At first I didn't exactly know whether she meant to say yes or turn me down, but after looking in the dictionary I made up my mind that she was not for me. Mighty handy, these dictionaries are, when you get stuck on a hard word, eh?"

A man is a misfit with himself when he looks like a wise man and acts like a fool.

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.

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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



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

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.

Clothing

Displaying Clothing and Furnishings to Good Advantage.

A neat clothing window can be arranged in this manner. Single standards bearing coat-hooks are placed in a double row through the middle of the window, alternating with T-shaped standards. On the coat-hooks coats in contrasting colors are placed, and on the standards vests buttoned and spread out as in wearing. At the side of each coat the pair of trousers accompanying it are displayed at a slight angle with the floor. The rear of the window is covered with rows of trousers, arranged on rods and well spaced. Beneath them, but above the coats, are placed a number of small dummies, bearing suits for children. In the front of the window, at each side, stand two children dummies, dressed in neat suits, while the center of the window is occupied by two or three figures of children, dressed in clothes suitable for the youngest boys. We have seen headless dummies of children so naturally grouped that the effect was more natural than that of other figures having heads. Whether a window trimmer has models with heads or without heads, he ought to be equally careful about the posing of them. All the difference between success and failure in a window containing figures sometimes lies in the posing of the figures. By watching people and studying their attitudes a trimmer can get ideas about the posing of figures that will often materially alter his scheme for his own windows.

Suits for children offer great advantages for decorating. They are made nowadays so prettily and natively that they always attract attention at once. Sailor suits can be displayed with excellent effect on figures in a window of clothing for older men, or they can be hung over rods with the embroidered collars hanging down. The bright colors of the collars introduce needed dashes of color into clothing windows that otherwise would be too dark and somber. In displays of children's goods it is a good thing to introduce a few of the things that children like most, as toys. Hoops, bats and balls and other similar things seem to be so inevitably linked in our minds with boys that they go well with a display of boys' clothing.

Sometimes it is necessary to display a small amount of clothing and a small amount of furnishing goods together in a large window. In such a case it is sometimes advisable to erect a straight fence about two or three feet in height through the middle of the window, and cover it with drapery in such folds and colors as may be best. Clothing on forms can then be placed in the background and a few pieces of goods will show to advantage hanging over the fence. By a neat arrangement of the furnishing goods in the foreground of the window and a close massing of clothing in the rear, the window can be filled suitably without the use of a large quantity of goods, as half the floor space and background does not need trimming.

Canes can be used in a window in a great variety of ways. A neat arrangement of canes is to place them in parallel rows, step fashion, with their heads pointing to the window. The spaces between the rows should be wide and

ample. Then negligee shirts, pajamas, or stiff-bosom shirts on shirt stands can be hung over the canes, stood on them in graceful folds, or placed between them. Stands of three or more canes in a window, tied together by a knot of wide satin ribbon, add a touch of richness to a trim. A very graceful centerpiece for a window can be made by placing three T-shaped stands in the center of the window in a triangle, and resting the ends of the canes on them, the heads resting on the floor, so that the canes spread out in a circle. Belts can be hung over the canes, shirts on stands can be stood between them, handkerchiefs can be hung on or over them, or ties can be draped from one to the other.

A neat way of displaying vests is to lay a cane diagonally across the top of a window stand. Over it lay a vest, hanging over the front of the stand, so that the handle of the cane projects from the armhole. On the end of the cane hang a pair of gloves, a fine necktie, or a pair of cuffs. If vests for day wear are shown, the gloves should be street gloves. If vests for full dress are shown, the gloves should be dress gloves. Ties should be displayed similarly.

The floor of the window can be covered with stands arranged as described, alternating with handkerchiefs spread flat on the floor, on which bunches of cuffs are placed, or cuff boxes, over which narrow ties are draped.

Instead of vests, derby hats, alternating with Alpines, can be placed on the stands. A striking effect could be secured by tying a knot of fine satin ribbon on the handle of each cane; or small made bows, in solid colors, could be attached to the handles by twisting the bands about the cane, so that a similar effect could be displayed.

The floor of a window can be trimmed with stiff-bosom colored shirts by placing small pillars of collar boxes at intervals as supports, and standing three or more colored shirts upright about them, tying the bunch of shirts together by a narrow band of ribbon of harmonizing color. A bunch of collars can be placed on top of each bunch of shirts. The bunches of shirts might alternate with window stands displaying negligee shirts or white shirts. When shirts in boxes are placed in the window, it is a good idea to tuck handkerchiefs under the shirts so that, the edges of the handkerchiefs concealing the box, the shirts may have a nice setting. When fine shirts are placed in the window in boxes the boxes should either be concealed or so pretty as to deserve attention. It is also a good idea when displaying dress shirts to place on or near them cards of sleeve-links and studs appropriate for wear with them. A strip of tissue paper might be spread in front of a row of dress shirts, and on it a varied assortment of appropriate studs and sleeve-links spread out.

When shirts are hung on bars, the cuffs accompanying them can be used in a variety of ways. They can be made to project from each side of the shirt at right angles, or at oblique angles. They can be thrust through the neckband across each other, they can be bent over the bar to which the shirt is attached, or by snaps they can be attached to the bar and the shirt attached to them.—Apparel Gazette.

"And For Some Distance Beyond."

The "Poets' Corner" at the Morton House was taken possession of the other evening by a party of traveling men, whom chance had brought together from all parts of the country. The toils and the trials of the day were over and each man, with his favorite brand, had settled down into his easy chair with a manner which plainly said: "Shall I not take mine ease at mine inn?" Acquaintances were exchanging experiences and stories and a few were holding communication with the evening paper.

Among these was a good-looking, well-dressed man of 35 with an eye like an eagle and face and manner telling the story of unquestioned nervousness. To the observer he was the picture of repose, as he sat, with his head against his high-backed chair, restfully reading his paper with the rich blue of his cigar curling gracefully upward from his fingers.

All at once he straightened himself up, the cigar flashed into his mouth, puffs, like an excited engine on a slippery track, filled the air with smoke and these were soon followed by an exclamation which the Tradesman would not like to print. Growling to himself, as a man does when he is half reading, half talking and the two other halves swearing, he turned to the crowd and said angrily: "What do you fellows think of this? 'Comments on the unsuitability of English hosiery for American girls has aroused the ire of the West End'—that's London, d-n 'em—'hosiers, who retaliate by saying the English stockings are made for women with shapely legs and ankles, and the average American woman's leg is much thinner at the ankle and for some distance beyond than a healthy English girl's. The English hosiers maintain that the hose sold to the aristocracy and wealthier classes are for shapeliness equal to any in the world, Paris or elsewhere."

"That for a naked lie is a little the cussedest of anything I've seen yet! 'At the ankle and for some distance beyond.' Humph! I'll be everlastingly kicked!" And the blue atmosphere of the corner was bluer than the cigar smoke could make it.

There was an exchange of enquiring glances which only added fuel to the flame. "If you had seen them in a London fog you wouldn't wonder. The English woman is bound not to get wet. If she can't hold her dress out of the mud with one hand she can with two and does. 'Shapely!' 'The American ankle thinner!' I should hope so! but

that 'some distance beyond' is the sticker! Ever notice an elephant's leg and ankle? There you have it. That's the English model and that, once in the mind of the West End hosier, settles the question for all time; so big and straight and clumsy—not 'for some distance beyond,' but the whole, confound him!—that one can see at a glance that they were made to support the mealbag bulk they usually sustain and carry about!

"Ever seen one of those West Enders? Then you ought to. Heaven intended him for an ass. He has tried to improve on the pattern and everybody but himself can see how he has failed. Conceited? The conceit oozes out of him until he is slimy with it; and that's the man who talks about shapely stockings, when every pair that he sells over his counter, from instep to stocking top, is as straight as the straightest string you ever looked at.

"The fact is the English shoe and the English stocking are not pleasing objects. They are big and stout and will wear like so much cast iron. They were made for the English foot and the English foot is appropriately if not beautifully clad in them! I've seen hitching posts and I've seen English ankles. They are both intended for use and both are fulfilling their mission; but as an object of beauty I'll choose the hitching post every time."

With that, the man lighted another cigar and turned to another part of the paper; and a bystander to whom London is as familiar as his native city said with a laugh, "He hit it every time."

Not That Kind of Crop.

"That boy of mine," sighed the old operator on 'change, "has run through with \$30,000 in less than a year."

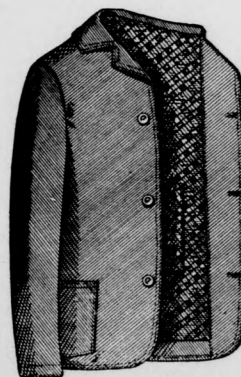
"Well, young men will sow their wild oats," said the sympathetic friend.

"It wasn't oats," rejoined the other, looking dismally at the young man's bills and receipts. "It was broom-corn."

For Filling in

Make your fall line of Men's Clothing complete. We have on hand, ready to ship on immediate notice, practically complete lines of Men's Suits and Overcoats. Our prices will please you.

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 sell the trade direct and give you the benefit of the salesman's salary and expenses.

Hardware

Difficulties of Selling Hardware at a Profit.

Every merchant is entitled to a legitimate profit upon the goods which he sells.

This is an axiom which every one recognizes; but just what the profit shall be and how best to obtain it is not always an easy problem for the retailer to solve.

If he sets his profit too high, his customers are quick to discover it, and it will consist largely of figures on the bottom of unsold goods, expressing a mere desire and not a jingling reality.

On the other hand, if it is too low, he does himself an injury for which he will get little sympathy from his customers.

It is to avoid these two extremes for which every merchant should strive, and try to find that "happy medium" which at the end of the year allows one to wear a satisfied smile when thinking of his balance sheet.

Were it not for outside conditions, commonly known as competition, the most of us would have material for smiles the year around.

The general sitting in his tent is able to win nearly every battle he plans before his men are put in the field, but when the march really begins, events are frequently encountered that make necessary a complete change of tactics.

Any retail hardware merchant can sit at his desk after his last customer has bought a 5 cent package of carpet tacks, and the night latch has been dropped, and easily estimate his profits for the coming year by adding the amount of his total sales for the past year to the amount of increase he expects to make for the ensuing year, and then multiply that sum by the per cent. of profit his conscience dictates, and deduct therefrom the reduced expenses upon which he has decided, and he will contemplate the result with pleasure.

But almost as soon as he unlocks his door next morning, he encounters enemies to his cherished plans; a prospective customer brings him the news that his competitor is selling wire nails at \$2.75 per keg (that cost \$2.90 in his warehouse) and adds to his item of information that he believes "that is the place to buy hardware."

When he is driving out in the country to look after the customer who bought a stove and agreed to pay when he sold his hogs, but whose hogs died of cholera (they always do), he encounters the "mule team" drawing a load of \$60 steel ranges.

From his store window he sees his "would be" customers buying "\$1.50 wash boilers" across the street for "only 98 cents."

Other customers he knows, lured by baits of low prices on staple articles, are buying much merchandise from catalogue houses, which he would be glad to sell as cheaply and save them the freight.

Truly, any one but a battle scarred veteran who has encountered these foes openly and from ambush would lose courage and say "surrender," but as the greatest victories result from the greatest opposition, here would seem to lie an untold fortune for the merchant who may overcome.

The merchant's greatest foe to his success is his own ignorance and lack of business ability. The merchant who is not a subscriber to and a close reader of one or more trade journals, keeping

himself informed from week to week upon prices of staple goods, watching the tendency of the market, whether up or down, is certainly not so well able to decide if it is expedient to buy liberally on a low rising market, or sparingly on a high falling market. He is not so apt to know that he is able to get an extra 5 or 10 better than he is offered, which may be necessary to meet his competitor's price and still leave him a profit. He misses many ideas and suggestions of successful merchants which if put to use by him would help him over many rough places. This is an era of brain competition, and he who has no ambition to progress in technical knowledge or modern ideas had better remain what he is and not become a hardware merchant, for he will be like a soldier going to war with a good enough gun without the knowledge of how to shoot it.

No set rule can be given which if followed will guarantee the success of the hardware business. Like every other business, it depends largely upon the energy, push, courage and honesty of the individual. He in common with us all has much the same burdens to bear, the same trouble to aluminize his locks and the same foes to fight. Perhaps the most difficult and trying competition which the retailer too frequently encounters comes from the fellow dealer who seems to have an idea that success in business comes from selling goods and, in order to increase his sales and prevent the "other fellow" from doing business, sacrifices his profits in order to accomplish his purpose, and whose soul is so sordid and shriveled with enmity that when he is out of a certain article he will quote a price below cost so his competitor may not sell at a profit without giving the impression that he is robbing his customer.

To meet this competition with the balance on the proper side of the ledger requires the wisdom of Solomon and the patience of Job. This can not be done by meeting competitors' prices in every instance and "going him one better."

When his price on staple goods gets below a point where there is no profit in selling them let him sell the goods, you will have goods to sell at a profit after his are gone and he has to buy again. Do not try to get the particular article your competitor is pushing so you can undersell him. Get something different, something better, if possible, add a profit to your cost price and then talk quality so strongly that your customer will want it before he asks the price. You may miss many sales by allowing your competitor to sell goods at an unprofitable price, but sooner or later a change will come in your favor. He also must have a profit or quit business, and the more goods he sells at an unprofitable price the sooner he will retire, and if he attempts to make up his loss by adding an unreasonable profit to other goods, his customers will soon discover the trick and you will gain new customers and greet some of your old ones. It requires a great deal of forbearance to see customers, one after another, go out of your store without buying after asking the price of a certain article, and you may get to that point of desperation when you will declare that you will make a cut in prices that will open the "other fellow's" eyes, and see whether he will do all the business or not. But at this point you should use what patience and good sense

you have left. There is no good reason why you should commit business suicide just because your competitor has decided to do so; better stay to do business after he is gone.

The competition the hardware dealer encounters from the universal department and racket store must be met in a little different way. These stores, by buying the cheapest class of goods they can obtain, and by a method of advertising that gives the impression that equal quality of goods can be bought there cheaper than in regular stores, rob the legitimate dealer of many sales on profitable lines of goods which he is always pleased to make. The only successful way to combat this trade is by intelligent advertising.

In the first place, if the merchant wishes to build up a permanent business, he must buy the best goods he can obtain for his customers. Then he must buy a "racket store" grade in some things; he will need but a few of the latter. If his "racket" competition is sharp he is in a position to offer the same grade of goods at less price if need be, but he should not push the cheap goods; let him tell his customer that "they are cheap, that she will not be satisfied with them, but they are as good as can be bought anywhere at that price, but here is something that we know to be first-class (showing the good article), it is the best we can buy in the market, it costs a little more than the cheap article, but it is much cheaper in the end and we guarantee it in every respect."

Let him show up the points of superiority and if he is not too tired or indifferent to educate his customers in buying better goods, seventy-five out of every one hundred will buy the "best," with the result that he has made a satisfied customer and a profit. A case in point will illustrate: A certain hardware merchant in Iowa, one year ago, purchased three cheap iron-frame wringers and a dozen good ones; since that purchase he has sold several dozen high grade wringers at \$3, \$4 and \$5 apiece and still has on hand the original three cheap wringers. When his customers were convinced that there was a

"best" wringer and that cheap wringers were worthless, in every case he sold the best.

But he advertised. He let people know that he had a wringer for \$1.25 as good as any wringer sold by any one as low. Then he advertised his "best," giving reasons why it was better than the cheap kind, and when the people came to see, he told them the "honest truth" about both. He talked quality, and not price, and the one complaint of his racket store competitor was that the hardware dealers made "leaders" of his profitable goods to such an extent that he was not getting rich running a racket store.

The merchant who does not advertise, when he has a good life racket store for a competitor, usually has plenty of time to watch his competitor do business, and complain about dull times.

The only way to meet this competitor is through the newspapers and show window. Every hardware store contains scores of articles that people would buy if they knew they were kept there; they buy them at the racket store, because they saw them advertised in the papers, or displayed in the window. But so many merchants seem satisfied to sell nails and a few staple articles at little or no profit, and let the racket stores sell the profit making goods.

Bring these goods to the front where people can see them; set them up, keep your stock up to date by buying from time to time a few good selling specialties, and advertise incessantly and continuously. With a little care and attention, you can give the people something fresh and new every week, advertising some specialty, some new kitchen utensil, some new kind of ware, some new "kink" in a washing machine, or some seasonable article, with the price attached, and your fears of racket store competition will begin to disappear.

Advertising is the great business tonic.

No business succeeds without it; it may exist for a longer or shorter time, but it does not succeed.

Every racket store that sells the profitable goods away from the regular dealer does it by advertising.

Ice Cream Freezers



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

Both of which have no equal.

Foster, Stevens & Co., Grand Rapids

Every catalogue house that ships tons of goods every year to nearly every station in the West, robbing the local dealer of much trade which should legitimately belong to him, gets this trade through the medium of advertising.

If advertising brings satisfactory results to these people, there is no evidence why it may not be as accommodating to the hardware merchant.

But how many hardware merchants have tried this method of diverting the trade of department stores and mail order houses to their own advantage?

Pick up a dozen papers at random, and it is a large proportion if you find more than three or four advertisements of hardware merchants. Nearly every paper, however, will have quarter and half page advertisements of department and racket stores illustrated, with cuts and heavy faced prices.

Nearly every paper has a striking advertisement of some mail order house, advertising a "high grade" cook stove with reservoir for \$13.95.

These papers go into nearly every home in the states where there is any trade at all, and as the consumers are much like the merchants in respect to buying where they can buy the cheapest, it is not surprising that they get the impression that mail order houses can sell cheaper than their home merchant. And the only way the home merchant can change these notions, is to advertise as well, convince them by words and prices that it is at least just as advantageous to buy what they can of their local dealers. An honest dealer would not care to imitate their dishonest methods of advertising, but he can find in them a whole lot of food for reflection upon what might be accomplished along the line of honest advertising, if as persistently followed.

The steel range peddler ships two or three carloads of ranges to a town, secures a half page advertisement in each county paper, fills it up with cuts and good logical reasons why his ranges are the best made, publishes a few testimonials of people in the vicinity who are using them, starts out with his "mules," and has no trouble in selling his ranges for \$60, while any local merchant would be glad to sell a better one for \$45, if he had the opportunity. But what does the local merchant do to check this imposition upon his old-time customers? Too often he treats the affair in a passive manner, or stops his own advertisement in the paper, because the editor is "helping these foreign robbers, instead of the home merchant," thus doing the one thing that injures him the most. If instead, he should take double the space to advertise his own ranges that the peddler does, send out circulars and letters to every farmer within a radius of twenty miles, tell the people why his own ranges are better, why he can sell cheaper, and why it is better for the purchaser to buy of the home merchant than of a stranger, even at the same price, he will not only fight his foe in the only successful way, but will likewise gain the moral support of the editor, which is no disadvantage where newspaper publicity is essential. Besides, many people will learn, who never knew before, what a steel range is, and will also learn that Mr. Blank sells steel ranges and better ones for \$45 than they can buy of a peddler for \$60, and if all the dealers in that locality unite in fighting this enemy on this plan, Mr. Steel-Range-Peddler will be obliged to pay carload rates on his ranges to some other point, where mer-

chants do not believe in advertising.

The mail order house is a proposition which every merchant in the country is trying, and would like to solve. It is a common foe; it is an institution that has come to stay, and must be dealt with accordingly. No amount of legislation, no set of resolutions by the various organizations of retail merchants can ever kill it. These only operate as free advertising. It is competition hard to reach, because its work is done silently on "rainy days" and Sundays. The mail-order house is a great advertiser, hence it prospers. But this prosperity may be checked to the advantage of the retailer. If every hardware dealer in the United States should join his state association, and through it give every manufacturer to understand that he would buy none of their goods described in a mail order catalogue, if he would inform his jobbing house that he would buy no special goods of it which were listed and priced in a mail order catalogue, and if he would buy no goods of any concern that sold goods to a catalogue house, a state of affairs could be produced that would make Mr. Catalogue-House have "troubles of his own," to say the least. But this would require concerted action on the part of the retailers, and the immediate results would not be of that material nature that satisfies the individual.

But the individual can do much on his own account. He can talk with his customers every week through the newspapers; he can send them circulars describing some new or special articles of interest; he can issue a booklet or small catalogue of his own, describing and pricing some fifty or one hundred profitable articles which he has for sale. Very few merchants but what would gladly duplicate the prices quoted in any mail order catalogue under the same conditions, if given an opportunity.

Let this be known in a little catalogue of your own; select from the catalogues that are giving the most trouble a few articles of standard makes, as they do, fix a price just as low, if not a little lower, and the rest of the catalogue fill up with descriptions and prices of special and exclusive goods which you sell, and mail or give one to every family in your territory, that they may compare prices with others, if they desire. Then keep in stock the goods you advertise, or send for them if you are "just out;" tell the truth, give as good as you promise, take back any article not satisfactory, and give your trade to understand that anything in your line not listed in your catalogue, and not carried in your stock, can be purchased as cheaply as from any catalogue house, and many will come your way that formerly you knew nothing about.

Those are the chief difficulties that stand in the way of selling hardware at a profit. There are others of minor importance, some common to all, others contingent upon locality or conditions.

If the merchant is not honest:

If he does not have system or order, with everything conspicuously in its place.

If he does not use tact and judgment in buying goods and extending credit.

If he does not keep his store clean and attractive.

If he does not treat his customers with courtesy under all circumstances, selling a nickel's worth of stove bolts with as much evident pleasure as a \$50 steel range.

If he does not give his personal attention to the details of his business, he

can not hope for the most to be realized from it. But the remedies suggested are the only ones that will successfully overcome the greatest difficulties which every hardware dealer in the country must encounter, and the degree of success which he attains depends upon the vigor with which he applies the remedy.—C. M. Dorse in American Artisan.

No man is so poor that he can afford to have holes in his pockets.

The very latest thing in door locks is the night key.

Hardware Price Current

Augurs and Bits				
Snell's	60			
Jennings genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	7 00			
First Quality, D. B. Bronze	11 50			
First Quality, S. B. S. Steel	7 75			
First Quality, D. B. Steel	13 00			
Barrows				
Railroad	18 00			
Garden	30 00			
Bolts				
Stove	50			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	\$4 00			
Butts, Cast				
Cast Loose Pin, figured	65			
Wrought Narrow	60			
Cartridges				
Rim Fire	40&10			
Central Fire	20			
Chain				
Com.	7 c.	5-16 in.	3/4 in.	1/2 in.
BB	8 1/4	6 c.	5 c.	4 1/2 c.
BBB	8 3/4	7 1/4	6 1/4	6 1/2
Crowbars				
Cast Steel, per lb.	6			
Caps				
Ely's 1-10, per m.	65			
Hick's C. F., per m.	55			
G. D., per m.	45			
Musket, per m.	75			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 25			
Adjustable	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.	28			
Discount, 70	17			
Gauges				
Stanley Rule and Level Co.'s	60&10			
Glass				
Single Strength, by box	80&20			
Double Strength, by box	85&10			
By the Light	80&10			
Hammers				
Maydole & Co.'s, new list	dis 33 1/4			
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 5			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	20&10			
Iron				
Bar Iron	2 25 c rates			
Light Band	3 c rates			
Knobs—New List				
Door, mineral, jap. trimmings	85			
Door, porcelain, jap. trimmings	1 00			
Lanterns				
Regular 0 Tubular, Doz.	5 25			
Warren, Galvanized Found.	6 00			
Levels				
Stanley Rule and Level Co.'s	dis 70			
Mattocks				
Adze Eye	\$17 00 dis 60			
Metals—Zinc				
600 pound casks	7 1/2			
Per pound	8			

Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages 1/4c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Sciota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	50
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 55
Wire nails, base	2 75
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, 1/2 inch and larger	9
Manilla	13
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
com. smooth	com.
Nos. 10 to 14	\$3 20
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 60
Nos. 25 to 26	3 70
No. 27	3 80
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	3 60
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10
Shot	
Drop	1 50
B B and Buck	1 75
Shovels and Spades	
First Grade, Doz.	8 50
Second Grade, Doz.	8 00
Solder	
1/2@1/4	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Oneda Community, Newhouse's	40&10
Oneda Community, Hawley & Norton's	65&16
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 20
Barbed Fence, Painted	2 90
Wire Goods	
Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75
Wrenches	
Baxter's Adjustable, Nickel	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70&10

Clerks' Corner.

The Store-keeper Calls Down a Careless Employee.
Written for the Tradesman.

The summer heat had scorched its usual distance into September. There had been no further friction between the proprietor of the store at Springborough and his youthful clerk, who as his mother had prophesied, had been clerking long enough to be certain that "he knew all about the business" and had begun to want Old Man Means to go to town, or fishing, or anywhere else and let him have full swing. It would be rather nice to have Clayton Fuller or Earl Schmidt or any of those big fellows come in and see him "manage things;" and the very thought tipped his hat at the angle self-importance is supposed to assume.

The keen eye of the store-keeper had been watching this tendency from its beginning; but he knew human nature well enough to know that a certain amount of self-appreciation is needed in this pushing world if success is to be attained and he silently applauded the unmistakable signs of human brotherhood in the promising specimen before him. There are limits, however, beyond which even Old Man Means' philosophy would not allow him to go and with quiet amusement he waited for the right time to begin. He early saw—and he was glad to see it—that the scholarship upon which Carl justly prided himself was rather inclined to be supercilious and to look down upon the homely, prosaic and sometimes positively dirty work the place behind the counter imposed. He saw, too, a strong tendency on the part of his clerk to be booky in business hours and once or twice he noticed a well-thumbed copy of Caesar pushed under the counter as a customer came in; and, while he did not so much object to the study, in the quiet town, when there were no customers present, he did most decidedly object to the boy's growing foolishness and he made up his mind to take it out of him.

He had not forgotten his own Caesar days and was not surprised to find, one time when Carl was busy, that the boy's text book was pretty well interlined in the same old knotty places that used to bother him. He picked up his algebra and, finding it was the same one that tormented his life out of him years ago, was looking over problem after problem and rejoicing, as one will, over his freedom, when a thought struck him. He would get out his own school books, hunt up some tough old places, post himself up on them, rake up from his books and from memory some of Uncle John's old staggerers—he was an old Andover student—and somewhat lessen this young fellow's conceit in regard to his classics and mathematics.

He found himself rusty; but the cause was a worthy one and he bent to it without flinching. A half page of translation was pretty well polished up and, well buttressed by the old questions he found written on the margin, made him feel sure of himself. He found the tough problems worked out on the flyleaves of his algebra and went down to the store one bright October morning determined that pretentious scholarship should that day meet its Waterloo or he would know the reason why!

In Springborough, at that season, the store was as free from customers from ten o'clock until noon as the meeting

house. When the daily let-up in trade began Old Man Means sauntered over by the window where Carl was reading and looked over his shoulder.

"Great Caesar!" (Old Man Means' strong point was a measly pun, the weakest ones pleasing him the best). "Let's see that." Taking the book, he looked down the pages until he came to the right place. "I believe I can read that," he carelessly observed, and he rattled off the easy sentence as if it were English. There he stuck. Then, with a "Here, you read it," he handed the book back.

Then the fun began and for a good hour the victim was tortured as only Old Man Means could do it when he settled down to business. It ended with his translating the passage for the astonished Carl, whose respect for his employer was amazingly increased, and correspondingly diminished for himself. It made him feel that he had been worsted on his own ground by the man he had been inclined to think his inferior along educational lines and, as he said to his mother, "the starch was taken clean out of him!"

His point being gained, the store-keeper took a different tack:

"You don't seem, Carl, exactly to understand that the work here in the store needs all the time you have been giving to your books. You haven't begun to learn what system means. You go back and forth a dozen times when a little thought would make once enough. If you have three packages to deliver in neighboring houses you deliver one and come back for the second and then for the third, when a little system will make one trip sufficient for all. There is the same objection to your regular work here in the morning. You are hopping from pillar to post and wearing out your shoetaps to little purpose. Now I want you to take yourself in hand and see if you can't change this. I want you to make out a program for the day and save as much time and as many steps as you can. You wear yourself out beating the air—pretty poor business for a store-keeper."

"Another thing: I like the idea of your working away at your books, but I don't want you to bring them here—business here and books outside your

store hours. The one quality they have in common is thoroughness and you are, I see, woefully lacking in that with both. Take the books home with you at noon and keep them there. Study them if you will, and I'll help you if you get stuck—I see that I can—but don't do it here. There is work enough here to keep you busy."

"Mother," said Carl at dinner that day, "I don't want you to ask me any questions, but what an awfully easy thing it is for a fellow to be a p—h—double o—l;" and she said she thought it was.

Richard Malcolm Strong.

Boston papers are poking good-natured fun at some of the Cuban school teachers who have been visiting there, the occasion being the home-made English sometimes used by the visitors. One of them changed his clothes and in doing so forgot to transfer from one garment to the other the key to his desk. This is how he told his friend of it: "I have forget the key to my other trousers." Another, when told that a friend had just been in town, enquired: "Did you walk at the foot or at the car?"

The President of the United States of America,

To

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

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

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

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

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

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

[SEAL]

[SIGNED]

ROWLAND COX,

Complainant's Solicitor.

S. D. OLIPHANT,

Clerk

SCHOOL HOUSE TUMBLED

While the Village Solons Were Discussing Lightning Rods.

It was a lightning rod man who started the school house discussion. He came along the other day and saw that the school house was without a rod, and he went to the town board and offered to put one up for so much. The town board wrestled over it all day without coming to a conclusion, and when it got to be known all over Jericho a big crowd assembled at the postoffice in the evening to talk the matter over. It was Deacon Spooner who called the crowd to order and said:

"As it appears to me and to a majority of the citizens of this town that an epoch in the history of Jericho has arrived, I call upon the lightning rod man to state his case."

"There ain't much to state," replied the man. "I've offered to put up two rods on the school house and warrant it a good job for \$40. Being as a school house is an emporium of knowledge, and being as the cause of education may be said to be the bulwarks of liberty, I've knocked \$15 off the regular price."

"I take it that he's made a p'int," says the deacon, as he thumped the floor with his cane. "Emporium of education and bulwarks of liberty seem to come in jest right and hit the school house on all sides at once. I fur one am standing neutral in this bizness and I'd like to hear both sides of the question. Mebbe Silas Lapham, who lives next door to the school house, would like to make a few remarks."

"As fur me," said Silas, as he arose, "I'm ag'in the idea of a lightnin' rod. That there school house was built thirteen years ago an' durin' them thirteen years we've had seventy-two thunder storms. If she's dodged seventy-two, why can't she dodge 200? Why can't she keep right on dodgin' till she tumbles down of old age? Forty dollars for lightnin' rods means more taxation. Thar's sich a thing as an emporium of education, but thar's also sich a thing as an emporium of taxation. Jericho is out of debt an' no one kickin', but let the hand of excessive taxation clutch her throat, and how long would it take to strangle the life out of her? I'm askin' you to pause and ponder afore it is too late."

"Silas, you've made a p'int and a strong one," said the deacon when the applause had subsided. "If the school house has dodged seventy-two thunder storms, thar's no reason to think she won't keep up the record. Yes, it's a p'int, and mebbe the lightnin' rod man would like to answer it."

"I don't think much of the p'int," said the man, as he got up again.

"Thar's 80,000,000 people in these United States, and because none of 'em fell downstairs last year it don't foller that a heap of 'em won't tumble down this year. I've known a man to go on dodgin' heels fur sixteen years and then git 'em both in the stomach at once. Mebbe your school house will dodge a hundred more thunder storms, and mebbe we will skally hev sought our virtuous couches this night before a thunderbolt as big as a bar'l will go drivin' through her and leave nuthin' but a heap of splinters to mark the spot where your emporium of education once reared its proud roof to the blue vaults of heaven. I said \$40 to the town board to-day, but in order to show my interest in the cause of education, and to prove to you that my hand is ever stretched

forth to uphold the prestige of a nation of freemen, I'll make the price \$38."

"He's made a p'int, gentlemen—he's made a p'int," said the deacon as he whacked on the stove and looked around. "Yes, sir, when he talks about our school house rearin' its proud roof to the blue vaults of heaven he's made a p'int, and I'm more favorable to the lightnin' rod than I was. I think this crowd would like to hear from Enos Williams."

"I'm with Silas Lapham," said Enos, as he shut up his jack-knife and got his feet under him. "I'm fur lettin' sartin things dodge or bust. They wanted to insure the meetin' house twenty-four years ago, but my advice was to let her dodge. She's thar yit. I've got a barn thirty years old and she's never had a lightnin' rod nor been insured—jest had to dodge or bust all these years—and she's thar yit. Seventeen years ago, when I built my house, I put a bell on the front door. Nobody has rung that bell to this day. It would be the same if we put a lightnin' rod on the school house—you wouldn't see a thunderstorm around here fur the next fifteen years. I'm all right on the emporium of education bizness, and I can see that thar school house rearin' its proud roof to the blue vaults of heaven as plain as if it wasn't 9 o'clock at night, but I don't see no call to pay out \$38. Let her dodge or bust!"

"That's a p'int thar, Enos—that's a p'int," said the deacon, as he hit a cracker barrel with his cane. "Yes, sir, thar's a good deal in your theory about dodgin'. When all the cows around here was hevin' the lump jaw a feller offered to portect mine ag'in it for \$3. I said I'd let her take her chances, and she come through all right. I observe Moses Forbush among the audience, and as Moses built the fence around the school house mebbe he's got sunthin' to say."

"I ain't ag'in lightnin' rods," said Moses in his slow way—"I'm not ag'in 'em fur what they are. It 'pears to me, however, that we'd better begin at the bottom instead of the roof. Thar's about twenty hogs nestin' under the school house and thar's about twenty holes in the floor. I sorter like the idea of a lightnin' rod, and I sorter like the idea of a new floor and drivin' the hogs out. One idea sorter balances the t'other, and I don't want to cast my vote either way."

"You haven't made a p'int," said the deacon, "but nobody expected you to. I take it, however, that you go in fur an emporium of education, bein' you got the job of buildin' the fence and have seven children goin' to school."

"Yes, I think I do," replied Moses. "I've allus felt that it was my duty to uphold the Magna Charta of liberty, and when it comes to boostin' the wheels of progress and civilization I'm good to lift a ton."

It was then suggested that the lightning rod man might want to say something more, and he went at it and made a reg'lar Fourth of July oration. He pictured George Washington, John Hancock, Thomas Jefferson and half a dozen more going to school to learn how to spell such words as "liberty," "freedom" and "bulwarks. He pictured the school houses being struck by lightning for the want of rods and he had tears in Joab Warner's eyes in less than five minutes. Then he pictured the happy children of Jericho crowded into the school house on a summer's day. Among

them were future lawyers, doctors, editors, statesmen and poets. They were drinking in deep drafts of education when a black cloud appeared over Jim Taylor's barn, a rumble of thunder was heard and a minute later a thunderbolt shot out and struck the school house, and there was a tragedy to convulse the world. The town had saved \$38 on a lightning rod, but where were the school house, the school ma'am and forty-four s'holars! Some were shouting and some were wiping their eyes when the man sat down, and after Deacon Spooner had declared it the strongest p'int he ever heard he made ready to put the question to a vote. Just then in came Lish Billings, and the deacon turned to him and said:

"Lish, we are hevin' a meetin' 'bout that lighnin' rod on the school house. As you painted the buildin', mebbe you'd like to say sunthin'. Are you fur it or ag'in it?"

"Neither one," answered Lish after awhile.

"Are you standin' neutral?"

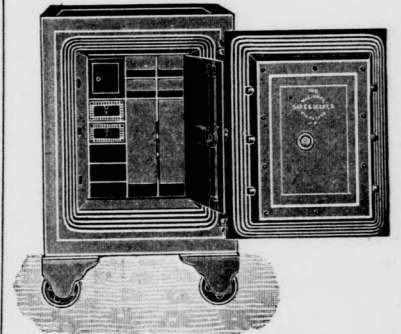
"Not exactly."

"Then, how do you make it out?"

"Why, the durned old buildin' fell down about an hour ago of its own self, and I don't reckon thar's any call to waste any breath about the matter."

For the convenience of the hustling American who hates to lose a minute from his business one of the big transatlantic steamship companies has installed a telephone service on its dock at Hoboken. This is connected with the steamers lying there, so the passenger leaving for Europe may from his state-room transact business up to the minute of sailing.

The National Safe and Lock Co.



Manufacturers of

Fire and Burglar-Proof safes, Vault doors, Safety deposit boxes, etc., etc.

Write us for cuts of our

\$35 and \$45

Safes, or anything else that you may desire, and see what we can do for you. Our prices make it expensive for you to buy elsewhere.

129 Jefferson Ave., Detroit, Mich.

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.

Shoes and Leather

Making the Most of It.

We want to indulge in a little talk not usually considered relevant to the subject of selling shoes. You know selling shoes is a peculiar matter. It is not always easy to decide which is the best way to make matters more interesting in a shoe store.

It is something like Cyclone Bill who was accused of stealing chickens. "Have you any witnesses?" gruffly demanded the haughty magistrate. "I have not," retorted the kleptomaniac victim. "I don't never steal chickens before witnesses."

The benefit derived from certain shoe methods does not always witness to itself plainly. It works mysteriously. So it is sometimes wise to discuss the question from various points of view.

Every permanent public success is the product of conditions fully met. Back of every effect is the cause that produced it.

It was a regular hard shelled, thoroughbred philosopher who said: "When we seek the causes of great successes, we find that everything has been done which was necessary to secure success." That's it exactly. It states a law that is universal. The public is a queer animal. The man who captures it is the man who meets the conditions it places before him.

The public is inclined to be mulish. The speaker who fails to recognize these facts fails to become extremely popular.

A popular man is a man who caters to the changing fads and fancies of the majority. In other words he operates on the standard set up by the masses, and he becomes their patron saint—a god in trousers. His chief duty is to tickle the thinking tank, by talking the way it thinks, and usually under the guise of benefiting the "submerged tenth." But the great consideration for the popular aspirant is to be quick to detect changes of attitude, and to readily conform himself to those changes.

The men who are strong enough to butt against the way the majority thinks, and feels and acts, and to finally hew their way to popular favor, are scarce. Before they accomplish this they usually stub their toe against a gravestone and spend fifty years, more or less, in silence.

But what has this to do with "Making the Most of It" in selling shoes? Simply this: A shoe dealer is a public speaker. Instead of the limitations of a hall the whole city or town is his parish. And the shoe dealer, be he the most kicked suburban dealer or the merchant king, must govern himself pretty much by the same conditions as the public speaker. He must conduct his business in a manner to suit the changing tastes of a changing public. He can not be independent of it unless he is great enough to ignore its fancies.

The fact is, methods in vogue twenty-five years ago will not capture the trade of to-day. "The world do move." As civilization advances it judges by different standards. As a nation grows older it takes a keener interest in education. It becomes less prosaic and less practical. It studies the arts and the sciences.

And as supply exceeds demand the public becomes "fussier," more particular, more sentimental. Competition fosters this, and thus the world is continually judging merit by new standards, and by the application of new principles, formulated by its better educated taste.

I know it is not customary for the general run of shoe dealers to consider this phase of the commercial problem. But that is their fault, and the facts can not be changed by our failure to take cognizance of them. Facts are stubborn things. They exist irrespective of our lethargy in governing ourselves by them.

People like to deal with prosperity, or what appears to them as prosperity.

There was a time when a shiftless appearing store and shiftless appearing man wasn't detrimental to large shoe success. But to-day the attitude has

changed and man's commercial career is judged by a fussier standard. And it's just about as cheap to have your store present an atmosphere of prosperity.

An eye to the eternal fitness of things is the first essential.

Order is Heaven's first law and the mandate of to-day's commerce.

There is no one so crude that he can not appreciate the well-mannered store.

We need not here outline how to make an attractive, inviting store. Circumstances will have to mould the ideas to a certain extent. But it is within the possibilities of all dealers.

The dealer who presents the most attractive store appearance will get in touch with the most attractive trade. That is a law that is invariable.

But aside from the general aesthetic store-attractiveness and from the necessity of intelligent, obliging, courteous, tidy, prompt assistants, you must show cause, as a lawyer would say, why people should come to you for shoes.

You must present shoe attractions that have merit back of them. There must always be a leader in some branch. And you might as well be that leader. It's only a matter of knowing how.

Radix.

Decrease in the Number of Custom Made Shoes.

From the Baltimore American.

"A man's footwear forms one of the most important parts of his dress," said a Baltimore street shoe dealer recently. "A man may wear the finest suits, but if he does not wear neat shoes he can not present a really stylish appearance. Of course, the patent leather shoe, both low cut and gaiter, forms the principal adjunct to the tidy young man's wardrobe, but this fact has not been generally recognized until of late. The really stylish man has ever found in it the only finishing of his dress, but to those of lesser means the patent leather shoe was slow to appeal.

"Of late, however, there has been a great demand for these shoes, and during the last year there have probably been more sales in this line of goods than ever before. This has been brought about, too, by the help of the machine, which also has been the prime instrument in the playing out of one of the most prevalent customs of years ago. I refer to the man who has his shoes made to order. Some years ago these numbered legion, and the small shop was in its glory, but in the last few years their numbers have materially decreased, and now there are comparatively few left. Those who do still cling to the old idea are mostly the old gentlemen, although there are a few who belong to the younger generation. The older ones are the hardest kind of persons in the world to convert. They persist in the belief that there can be no comfort in ready-made shoes, and will not allow themselves to be convinced.

"I have a case in mind of one of my now constant patrons, who for the longest time clung to this belief. He finally dropped in one day, and after some persuasion I induced him to try a pair of my shoes. With reluctance he did so, and since then, his confidence in the made-to-order shoes being shaken, he has been a constant customer. The cause of this radical change is easily explained. As I have already said, the machines have helped to bring it about, and they are assisted besides by another fact. Every pair of shoes I sell passes through about forty hands, every one of which helps in the building. To my mind, these men, becoming used to the work and not relying on a piece-work salary, besides naturally becoming more expert in their single line of making but one part of a shoe, it follows that a superior shoe and a better fitting one must be turned out. Men are beginning to appreciate this, and, while it never will happen that the custom will be totally abandoned, I look to even a still further decrease in the number of men who want made-to-order shoes."

Indiana, with no trades union or race riots to disturb the peace, will have a toll-gate war.

Out of the Old Into the New



We have moved across the street from our former location to the William Alden Smith building, corner South Ionia and Island streets, where we have much more floor space and greatly increased facilities for handling our rapidly growing business in boots, shoes and rubbers. The increased room will enable us to enlarge our line and serve our customers even more acceptably than we have undertaken to serve them in the past. Customers and prospective customers are invited to call and inspect our establishment when in the city.

Geo. H. Reeder & Co., Grand Rapids.

We make Shoes

Distinct in Style
Reliable for Wear
Right in Price

Herold-Bertsch Shoe Co.

Makers of Shoes, 12, 14 & 16 Pearl St., Grand Rapids, Mich.

Hood Rubbers

First Every Time.

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

Old Colony

Best Seconds Made.

Discount 25, 5 and 10 per cent. Payable Dec. 1.

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

Hirth, Krause & Co.,
Grand Rapids, Mich.

How to Achieve Success as a Shoe Clerk.

As the allotment of man is now about three score years and ten, and we live in an age of rapid progression, it behooves the young recruit with business aspirations to seek out some successful man, in the line in which he wishes to engage, and profit by his experience. Such were the thoughts that came to me when I decided to enter the shoe business. I made application to an old established firm who did custom work and employed good men on the "bench" as they called it, in connection with their retail business. As it was my desire to begin at the bottom it was decreed that my spare moments should be spent upstairs on the "bench" repairing. This is one of the places where some of the hidden beauties of the shoe business are brought to light. As only an artist can point out the details which make a truly beautiful picture that a common observer would pass by unnoticed, so it is with the shoe business.

In order to win you should have ability and confidence in your ability and know your business from "outer to inner," being able to tell your customer whether it's "cow or calf," sheep or kangaroo. This ability to tell your customer the truth is what brings him back to you when he is needing anything in your line. There is only one instance where the above would not apply, viz., if a lady has a No. 6 foot and a No. 4½ eye, some elastic truthfulness is required to make a sale. Yet the French system of sizes comes to your rescue, and it's an easy matter to "suppose," David Harum style, that a six is a four.

Stock keeping. There are many methods, made so from the fact that stores in the same town carry different classes of goods. This applies to arrangement. Facilities for arrangement of stock are not always to be had, yet a stock-keeper should have his goods placed in a manner that will enable him to buy and sell them intelligently and promptly.

Uniformity of labels can be had in any store and is essential to a clean looking stock.

Disposition of slow selling goods. Put a price on them until they go; the money is worth more than the goods and you can make more out of it.

Buying. Everybody buys some of the above kinds of goods, but a close study of your trade will give you a fairly accurate idea of the class of goods you should buy, and reduce the amount of your "odd and end" sale to a minimum.

Management of clerks. A very difficult problem at times, and is attended with more or less anxiety. A clerk should make himself, by his services and his interest in his employer's business, an indispensable servant, and should expect in return a salary in proportion to his services. Definite rules and strict observance of same should be had without loss of harmony between employer and employee.

Displaying goods. The show windows of to-day tell you what kind of a man is at the helm, and if you would have these signs correctly read, look well that these index fingers of your business are kept at an elevation above reproach. Seasonable goods, such as tennis, bicycle, oxfords, etc., for summer should be placed on sale and exhibited and an effort made to clean them out, so that the profits do not have to be carried over in unsold goods. It is to be observed that a large per cent. of merchants are found carrying goods of this class, namely, strap sandals, ox-

fords, slippers, etc., from one season to another, until they are unsalable at any price, as they are out of style and shopworn. A sacrifice in season is more profitable than making gifts of them a season or two later. This rule will apply largely to the whole line.

Selling goods. In order to be a successful salesman it is necessary to be a good judge of human nature, to have quick perception. A glance at a lady's foot gives you an idea of style, quality and size of shoe worn. Following the indication with a display of goods of the quality desired generally results in a choice, which should, if agreeable, be fitted then and there and the sale closed. The trial habit is a source of much trouble and actual loss to many merchants, who are fast making rules that teach an apt public that a shoe store is the proper place to try on a pair of shoes. It is true that this method takes up more time, but it often happens that the size desired in a certain grade and width is out on trial, to be returned next day as not satisfactory, thereby losing two sales.

Prize giving, as in all lines of business, finds some favor among shoe dealers and proves with certain classes of trade to be a good advertising medium. But the dealer who can demonstrate to a customer that the cost of a prize is added to the value of the shoe at the same price gains the confidence of the purchaser and his trade. It is sometimes more difficult to do; the easiest way to solve a problem is not always the best way. That is best which pays best in the end. The advertiser who says and does is the one who commands the attention of the better thinking class of trade.

The misses' and children's department of an up-to-date store is one of its prominent features, and the alert dealer keeps it stocked with snappy, up-to-date, salable goods. They are often successfully conducted by ladies, whose tastes, ideas, and gentle approach find favor over men with this class of trade.

Another branch of the business requiring special note is the rubber department. The natural qualities of rubber make it necessarily short-lived. As used in our business it is brought in contact with those elements that are most detrimental to its longevity. This is especially true in gas and oil sections. These facts being true, dealers should strive to procure fresh made goods for their trade. Rubber that is carried for several seasons if sold should be marked and sold as such. Sold in this manner it is at purchaser's risk, and he feels that he has been fairly treated and has no recourse.

An important feature is the fitting; to obtain the best results care should be exercised in giving a proper fit. This fact is overlooked in many cases and causes much dissatisfaction that might be avoided. The manufacturer of to-day confines himself to the production of certain lines only, numerous factories making only men's wear, the same being true of women's, and so on through the entire line. Each one should strive for individuality and possess it in a more or less marked degree. The successful merchant follows in the footsteps of the successful manufacturer, and selects the line that embraces the greatest number of features in it that will suit his class of trade. Follow this rule throughout and you will have a stock with distinct features in every department and, without question, you will

have less odds and ends accumulate than by indiscriminate buying.

When a line in any department proves unsatisfactory substitute it with a new one entirely. Care in the selection of each line is very necessary, as certain lines are better adapted to localities than others. Special offerings and special sale days are popular methods of creating activity during the dull seasons, but, as a rule, are put off until too late in the season. A better plan is to start at the beginning of a season, say the summer season, having special days set aside for reductions, continuing during the season in this way. The regularity of the occurrence will attract the public and bring custom, where if only one or two such sales were held they would come and go and be forgotten without much profit. It is the constancy of the fact that makes an im-

pression on the memory and brings results. A few words about advertising. It is an established fact that to be successful it is necessary to so attractively describe your merchandise as to immediately and effectively interest the purchaser. See to it that your promise is fulfilled.

The foregoing are a few indelible facts that have presented themselves for my consideration many times during my experience before I was aware of their importance and gave them any thought.

The "temple of success" is not built without the proper treatment of each of these principal facts with serious thought, and its corner stone must be honesty.—R. J. Evans in Boot and Shoe Recorder.

Babies are coupons of interest attached to the bond of matrimony.

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.

The Meat Market

Pork in Law and in War.

The hog of to-day constitutes no less than 370 different articles of commerce, and next to cotton and wheat furnishes the largest values in exports from the United States. Its name has become an epithet. Its application to man means greed and brutishness. It is commonly supposed to be a scavenger, like the puddle duck. It takes mud baths. So do men. The hog bathes in pools of it to coat his skin against the attacks of insects; man dips his festering hide in it to improve his circulation and draw out his gout and rheumatism. The hog is pachydermatous; so is man—notwithstanding Cuvier's classification. I have seen men, know men to-day, with skins thicker than the hide of the rhinoceros. The hog is omnivorous—so is man. The hog is carnivorous by choice—so is man. The hog is herbivorous, granivorous, graminivorous and phytivorous by education—so is man.

These reflections are induced by the indignities offered a useful animal. The hog was the cleanliest of beasts until man built a sty and imprisoned him in filth, fattened him on filth, killed him in filth and ate him in filth. No animal, wild or domestic, is so clean about its bed as the hog. It wants pure, sweet, fresh straw every time. The hog has brains. It has been known to excel the pointer in scenting quail. An authentic instance is mentioned by Bingley, in "Memoirs of British Quadrupeds," of a keen-scented sow that would stand at birds which the dogs had missed. Who ever heard of an educated ox or sheep? Yet we have had on our stage educated hogs that could spell and play cards, count and tell the time. Hogs make docile pets. Many a poor family has its pet pig sleeping on the pallet beside the children, privileged to the best in the house.

The hog caused the biggest mutiny ever known in the history of the world, and was responsible for men being blown from the muzzles of cannon. When Great Britain shipped cartridges to India for the native troops she reckoned without her host, for the ammunition was greased with lard, which so offended the religious scruples of the Sepoys that they arose as one man in rebellion. The American hog nearly caused war between Germany and the United States, and only the diplomacy of Whitelaw Reid obtained for the animal admission into France.

Moses and Mahomet were opposed to the hog because, while it divides the hoof and is cloven-footed, yet it chews not the cud. The camel is not eaten for opposite reasons—it chews the cud, but it not cloven-footed. The hare is also unclean, because while it chews the cud it divides not the hoof. All civilized nations have passed and repassed laws governing what a man shall eat and how much it shall cost him, but the only sumptuary measure that ever stood the test of time is the law of Moses concerning the hog. It has been on the statute book for 3,390 years.

P. D. Armour, who has packed more pork and beef than any other man in the world, said some time ago, "The fierceness of competition may force the packing house of twenty-five years hence to include a tannery, a boot and shoe factory, a woolen mill and a mammoth tailor shop."

Albany Butchers Advance Prices.

The retail butchers doing business in Albany, N. Y., have increased their

prices two cents a pound. One of the butchers is reported to have said to a reporter for a local paper: "This has been a hard summer so far on all retail butchers. Last winter we were paying big prices for beef and selling it with no profit at all. We did this because we expected, as in former years, that the prices would be lowered in the summer and then we would get a chance to make a little money. Even with the prices of beef down in the summer our profits would not be increased to any extent, as we are under a heavier expense during the warm weather on account of the necessity of having ice and other expenses. But to make matters worse the price on beef this summer has been increased and is now higher than it was last winter. The result is that we are losing money and must, to protect ourselves, increase the price to the consumers. Sirloin, which is now bringing 18 cents, will be increased to 20; porterhouse, from 20 to 22 and 24; rib roast from 14 and 16 to 16 and 18; shoulder, from 12½ to 14, and round from 14 to 16."

Leather Made From Fish Skins.

The United States Fish Commission has been making a collection of leathers made from the skins of fish and other aquatic animals, especially of those which promise to be of practical utility. Several varieties of fishes have skins that make an excellent leather for some purposes. Salmon hide, for example, serves so well in this way that the Eskimaux of Alaska make water-proof shirts and boots out of it. They also cut jackets out of codfish skins, which are said to be very serviceable garments. In the United States, frog skins are coming into use for the mounting of books, where an exceptionally delicate material for fine binding is required. There are certain tribes of savages who make breastplates out of garfish skins, which will turn a knife or spear. A bullet will pierce this breastplate, but it is said to be impossible to chop through the material with a hatchet at one blow. Together with such a breastplate, these savage wear a helmet of the skin of the porcupine fish which is covered with formidable spines. Fastened upon the hand, this helmet serves not only as a protection, but in close encounters it is used to butt with.

The Gloucester Isinglass & Glue Co. recently manufactured some shoes of the skins of codfish and cusk. On the lower Yukon, in Alaska, overalls of tanned fish skins are commonly worn by the natives. Whip handles are made of shark skins, and instrument cases are commonly covered with the same material, it being known under the name of shagreen. Whale skins are said to make admirable leather for some purposes, while porpoise leather is considered a very superior material for razor strops. Seal leather dyed in a number of different colors is included in the collection of the Fish Commission. This leather is obtained from the hair seal, and not from the fur-bearing species, and is used to a considerable extent in the manufacture of pocketbooks. The hair seals are still very plentiful in the North Atlantic Ocean, and as it is not difficult to kill them they afford a very promising source of leather supply. Walrus leather has come into the market recently, but as the animals are being exterminated rapidly it will hardly amount to much commercially. Another kind of leather now seen on sale is that of the sea elephant. Up to within a few years a species of sea elephant was found on the Pacific coast, ranging as far north as Lower California, but the animals have been so nearly exterminated that they are now rarely seen. Another species is to be found in the Antarctic seas, chiefly on Kerguelan Island.

Remedy For Insomnia.

A leading Chicago physician says that one of the best remedies for insomnia—and certainly the cheapest—is to take a long trolley ride just before going to bed.

How Watermelons Are Fattened.

From the Cincinnati Inquirer.

The shrewd melon growers have a closely guarded secret for fattening their melons. When they see an exceptionally symmetrical melon of good proportions they resort to a scheme of their own for increasing its corpulency. They procure a good sized bottle, usually an old quinine bottle, and fill it with sugar sweetened water, and, taking a darning needle threaded with a cotton string, they pierce the stem of the melon, pull the end of the string to the middle of the aperture, put the other end through a cork, thence to the sweetened water, after having removed the needle, and then leave the melon to do the rest. In a very short time the wound heals and then the melon will "drink" more sweetened water in a day than the average man. It begins to expand, too, and is soon the heavy weight champion of the field. It remains in this comatose condition until fair time, when it wins the blue ribbon at easy bounds.

Savory Seasonings.

No. 1.

3 lbs. pepper.
6 ozs. sage.
6 ozs. mace.
7½ lbs. salt.

No. 2.

1 lb. pepper.
¾ oz. cayenne.
2 ozs. sage.
1¼ ozs. mace.
2½ lbs. salt.

No. 3.

5 lbs. pepper.
4 ozs. saltpetre.
2 ozs. cloves.
11¼ lbs. salt.

So They Stayed at Home.

Timms—How is it you didn't go on your vacation?

Simms—Took all the money to pay for the clothes my wife bought to go away with so we had to stay at home.

Fresh Eggs Wanted

Will pay cash
track your station.

Dittman & Schwingbeck,

204 W. Randolph Street,
Chicago, Ill.

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.



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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.

COLLECTING ACCOUNTS.

Some Drawbacks Incident to Employing Collectors.

Written for the Tradesman.

As I entered the store I met a brisk-looking young fellow with a huge bill book in his hand and a scowl on his face.

"He didn't get his money," I thought. The grocer looked worried.

"It's no use," he said, looking up as I threw down my card, "I'm not giving out orders to-day."

"What's the trouble?" I asked.

"Oh, I'm going to get the pay for what I have sold before I sell much more."

"Bad accounts, eh?"

"I should say so. I've been trying for two weeks to get \$100 together to meet that bill that just went out unpaid."

"Do you present your bills in person?"

"No, I can't leave the store."

"Can't you do better with your customers than any one else?"

"Oh, I do ask those that come in here, but the largest and worst accounts are against people who have quit trading here."

"Why have they quit?"

"Most of them because I wanted my money."

"Who collects your bills?"

"There's a young fellow here who makes a business of collecting bad debts and I let him have them on a percentage."

"Now, look here, Bob," I said, for the merchant was an old chum of mine, "you are making an ass of yourself and spoiling your trade."

"How so?"

At that moment a bare-headed woman with a bill in her hand and her abundant locks flying in all directions entered the store.

"Here," I said, sizing up the situation at once, "you have a practical illustration of my theory right here. This woman is going to tell you what I mean."

"Here's your money," said the woman, her eyes flashing fire, "and it's the last cent of my money you will ever see. Receipt this bill."

"What's the trouble?" asked the merchant in dismay, for the lady had been a very good customer.

"Sent that little sneak of a Smith to my house to collect. He just took the bed from under poor old Mrs. Beers' sick child because she couldn't pay for her wood. He can't even come to my door. He is impudent and as mean as he can be. If he comes inside my yard again he'll think it's raining hot dish-water. So he will."

"But I needed the money and I didn't see you in here, and so—"

"You saw my son in here yesterday," snarled the woman, "and you dunned him right before Samantha Sawyer, and she's the biggest old gossip in the ward. I'll bet it's all down the street by this time. Why didn't you ask me about the bill yourself? You know where I live."

"I guess that is what I should have done," said the grocer.

"Well," said the woman, "I hope you'll have more sense next time. And you just keep that Smith collecting for you if you want to get put out of business. That's all."

"Two points," I said: "First, don't send people who have no interest in your business out to collect. Second, don't speak to customers about bills before a storeful of people."

"But what is a man to do?" asked the merchant. "Ah, here comes the collector now. I wonder what luck he had."

I didn't like the looks of the fellow and I told my friend so.

"Ask him about each individual case," I suggested, "and then you can tell what he is saying to your customers."

"Not much good to-day," said the collector, taking out a handful of silver and throwing it down on the desk. "Your people appear to be terribly cranky. Why, a woman up here set the dog on me. See that hole in the leg of my trousers? I tried to kill the brute, but the neighbors got around and pulled me off."

"What did you say to the woman?" I asked.

"Who? Me? Oh, nothing. She was working around the garden and wouldn't pay, so I just followed her around."

"Who was it?" asked the merchant.

"Mrs. Stebbins."

"A good customer," wailed the merchant. "What next?"

"Why, this man Hamblin says he never had half the goods you have charged him with and that the dates are back of the last payment, some of them."

The grocer took the bill and looked at it. It was in two sheets and the second sheet belonged on another account.

"He is right," he said.

"And he'll come in this morning and settle up, and you needn't have your order wagon stop there any more. Of course, I get my commission when he pays?"

"Whom did you see next?"

"Let me see. Oh, yes, the old woman who was making soap in the alley. I've been there every day this week. I guess the account is no good. One of her young ones threw a chunk of soap grease at me. See the smear on my hat?"

"What does she say?"

"Says she doesn't owe a cent. She says she'll be down here to see you when she gets her soap made. You'd better get your gun out."

"What's her name?"

"Howard, I think."

"Where does she live?"

"On Joint street."

"She doesn't owe a cent," said the grocer. "That bill is against a woman who lives on Prospect square. The woman you have been bothering is a cash customer."

"Next I struck a fellow with a green patch over his eyes. My, but I had to talk to get the \$1.50 he owed. Said he had an account with you and all that. I followed him out to the barn and half way up an apple tree, saying that you'd bust up if you didn't get \$100 to-day, and that you were expecting an attachment every moment. At last he got tired and paid. He had a wad of bills a dog couldn't bite through."

"Yes," said the merchant, "that is my landlord and he's on my paper in the bank for \$500. You've done a nice thing. Give me those bills and get out."

"Well, why didn't you tell me?"

"You shouldn't have snatched all the bills there were in sight when you went out this morning. You're a beauty, you are. Get out of the store."

"Don't get gay, now," said the collector. "I'll have a bill to collect here some day, and then I'll show you that I am a good man in this line."

"Any man that employs you will have plenty of bills presented and more than he can pay," replied the merchant.

The collector went away, the grocer said he was going back to bump his head against the wall and I went out. The customer and the collector had told the story I had on my tongue's end. I wonder if my friend profited by it?

Alfred B. Tozer.

How to Detect Adulterated Borax.

From the New York Commercial.

In all of the many brands of adulterated borax on the market there are very few that are adulterated with anything except sodium bicarbonate. In the many analyses which have been made one brand was found adulterated with salt, but all the others that were not pure borax contained from 50 to 100 per cent. sodium bicarbonate.

It takes a most careful chemical analysis to tell just what per cent. of adulterant is contained in a package of borax, but it is quite as easy for any grocer or housewife to tell whether borax is pure or not as it is for a chemist. It is only necessary to pour a little strong vinegar upon the powder, and if it is pure borax there will be no effervescence. If, however, it contains sodium bicarbonate, there will be a very marked effervescence.

The grocer has no excuse for selling adulterated goods, and the purchaser can easily discover whether or not the goods sold are as represented.

One of the curious and suggestive details in the latest report of the Swiss factory inspectors relates to the attitude of the operatives in a certain factory in regard to an improved ventilating apparatus. They objected to it because it would breed rheumatism. Two years later the same laborers refused to go to another building because it lacked that ventilating apparatus.

Many people express opinions, but few form them.

Hen's Value as a Wealth Producer.

From the Baltimore Herald.

Mr. R. G. F. Candage, the President of the Farmers' National Congress, recognized in his opening speech that a large portion of American prosperity is due to the industrious American hen. He demonstrated by statistical proofs that the energetic biddies of the United States, through habits of early rising and by attending strictly to business seven days in the week, annually lay \$100,000,000 worth of eggs. But this is not all. They rear families that eventually go on the market as roasters and broilers, and this increase, Mr. Candage says, has in addition a total value of \$40,000,000.

Great is the American hen as a wealth producer. Her annual output has a bigger cash value than the annual combined product in gold of the Klondike, Nome and the Transvaal. There was only one statement made in the speech of the President of the Farmers' National Congress concerning which there can be two ways of thinking. In his enthusiastic eulogy of the hen he claimed that we all enjoy "her golden-voiced cackle." It must be conceded that "golden-voiced cackle" is unique and original.

It is to be feared that Mr. Candage is making a mistake in classifying the farmyard Dominique among the songsters.

Her mission is really not to sing, although she herself seems to believe that she has gifts in that direction. The hen is not a genius, and must not be so regarded. But when it comes to laying eggs her abilities are beyond question, and her conspicuous success in this line of effort is worthy of all praise.

The quality of a city's population is of more importance than the quantity. For business purposes, it is best to have a less number of men in order to have them all good. The human barnacles and blood-suckers that live on others are in the way.

Central Implement Co.

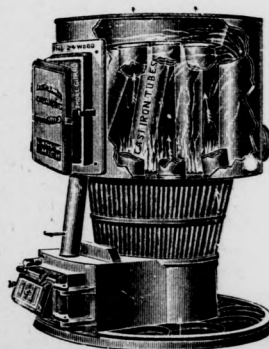
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Are made in all sizes and for all kinds of fuel. They have many points of merit not found in any other furnace. Our tubular combination hard or soft coal and wood furnace is

Absolutely Self Cleaning

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

Alexander Furnace & Mfg. Co.

420 Mill St. So.

Lansing, Mich

Village Improvement

Minor Points in the Improvement of Sweetbriar.
Written for the Tradesman.

An article full of "you ought" has generally so much theory that there is little chance for practice. "I did" is more to the purpose. The one shuns sharp corners, the other knocks them off or tells how they otherwise were successfully managed. A pamphlet from a Missouri town, now grappling with the same question that is stirring up Sweetbriar, has kept tab of what it has done and is doing. There are some suggestions in these records which, if not worthy of imitation, may lead up to something tangible.

Last week's paper left everybody at the front gate, waiting to hear from the committee and to consider the plans to be brought forward. Those plans will doubtlessly include a map of the village. On it will be located every building there; and, unless Sweetbriar differs from most places of its size, there is one dot on the plans, locating a rock or a mud hole, that is keeping a good many of the male members of the village a good ways off from the kingdom of Heaven! A small place in Colorado has just such a pest. It is a mud hole in the very center of the village. There is no getting around it. The slightest rain in that soil lets in the wagon wheel halfway to the hub. For ten good years that mud hole has been blocking the road to Paradise; and, finally, this last spring measures were taken to "fix" the nuisance, once and forever. That done, the town began to experience "the newness of life" and its prosperity was assured.

This shrinking from such responsibility seems to be a characteristic of human nature, hard to account for. It is a national feature of the American character to endure rather than make a fuss. A man will go all day tortured by a shoepeg, rather than take the trouble to stop, take off his shoe and remove the peg. The committee, too, individually and as a whole, will have this same trouble to encounter; and a good part of the early work will be to win public opinion and, backed by this, go ahead. The removal of the general evil, be it rock or mudhole, will be sure to win popular approval, provided it is "done for keeps;" and it may be well to say here that nothing will be surer to awaken and keep alive opposition to the improvement idea than a job half done. "Go slowly, but go to the bottom of that mud hole if you have to dig down to China!"

While the public are centering their efforts there, the animosity arraying one church society against another—not naturally, let us hope!—may be turned to practical account by creating a desire to excel in the outward adornment of the church. There is nothing prettier in the English landscape than the little brick structure—sometimes by the roadside, oftener away from it—with its little square belfry and modest spire, the whole buried in ivy and sanctified by generations of clustering graves. There is one like this on the road from Warwick to Kenilworth. It stands on the breast of a hill sloping gently to the south. The everlasting green of the English meadows, checked by hedges and shaded here and there by drooping trees, stretches away from it much, it is easy to fancy, as the land in Sweetbriar stretches away from its churches. If there are no trees and no vines,

there is no better time to look out for these than now. Prof. Bailey, of Cornell University, gives a simple rule for the arrangement of trees, shrubs and plants: "Never plant them in continuous straight lines, but in groups, with curving boundaries;" and another authority says that "one of the most important considerations in planting a small lot, as well as larger places, is the disposition of shrubbery and trees about the lawn in such a way that will secure single open spaces."

The Fountain street school grounds in Grand Rapids may serve as an example. The building, of three stories, is almost embowered in trees, lifting their leafy tops above the roof they hide. The shade is not dense enough to kill the grass and the school house and yard is a source of refreshment to the eye, especially in the hot August days we have just experienced. It would be hardly safe to recommend the removal of one of those splendid trees, left where Nature planted them, and yet the effect would be finer if she had planted them in such a way as to "secure single open spaces," a rule which the committee at Sweetbriar can not too closely follow.

Should discussion arise as to the kind of tree to be selected, the sensible idea will obtain to take those trees which thrive best in the soil of Sweetbriar. Oaks are sturdy, but, like the tribes they have shaded, they do not take kindly to civilization. In their native haunt no tree welcomes a struggle with the wildest winds more heartily than they. The refined life of the lawn and lane and roadside is distasteful to them and they die before their time. The maples are found to be good growers and, if beauty of foliage is looked after as it should be, there are certain weeks in coming Octobers when the little village will be steeped in the glorious landscape of the leaves. The elm is the aristocrat among trees. It thrives best at a distance. It likes to stand alone and lift its huge arms high in the air and, a patriarch with uplifted palms, to bless whatever or whoever is beneath them. No village, where the tree will grow, can expect to prosper without the elm. The tulip tree should be oftener found on lawn and roadside than it is. Its shining dark green leaf gives a pleasing background to the tulip-shaped blossom ablaze among its foliage. There are other good growers which need no mention here, the idea in every case being to get a beautiful tree that will thrive in the soil in which it is planted. R. M. Streeter.

Subsequently Qualified His Statement.

"I like to hear a man speak well of his wife," she said.
"Who's been doing it now?" he asked.
"Mr. Brown," she answered. "I heard him say no man could quarrel with such a wife as his."
"Oh, yes," he said. "He explained that to me afterward. He says her ability to talk precludes the possibility of any man's getting in a word of a controversial nature."

The Boston Boy.

"Here, boy! what are you doing in my orchard?"
"Sir," pleasantly replied little Emerson Beacon street, "I am examining the trees for data from which to prepare a paper upon the effect of bruises upon bark."

Much Needed Rest.

First girl—I thought that young man was going to be here two weeks.
Second girl—Oh, he's coming back. He's only going to town over Sunday to get a little rest.

A Mortgage 1800 Years Old.

Every business man is acquainted with the appearance of the conventional mortgage. A mortgage which is 1800 years old must, however, be regarded in the nature of something unusual. Such a document was found among some old Egyptian papyri, recently discovered at Oxyrhynchus. It is surprising to note the similarity of this ancient document to the mortgage of the present day. The paper sets forth the contract of loan from Thonis, son of Harpaeis, etc., received by Caecilius Clemens, the loan consisting of 400 drachmae. The security given was the third part of a house, situated in the Gymnasium Square Quarter, by the Temple of Osiris and the Treasury. From the document it would appear that the registrar of that time was called Agoranomous. Here is the wording of the document in full: Caecilius Clemens to the Agoranomous (or registrar), greeting:

Register a contract of loan from Thonis, son of Harpaeis, son of Petserothonis, his mother being Petosiris, daughter of Harpaeis, of the city of Oxyrhynchus, chief bearer in The Temple of Thoeis and Isis and Sarapis and Osiris and the associated most mighty gods, on the security of the third part of a house in which there is a hall, with the court and entrances and exits and appurtenances, situated in the Gymnasium Square Quarter by the Temple of Osiris and the Treasury, which was mortgaged to him by his full brother, Thomphuas in return for an accommodation in accordance with a note of hand and a payment through a bank of 400 drachmae.

Lake of Tea.

Six hundred and fifty thousand pounds of tea are consumed in Great Britain every day, which gives 5,200 gallons a minute, night and day, throughout the year. The tea drunk in Great Britain in a year would make a lake two and three-fifths miles long, one mile wide and six feet deep.

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

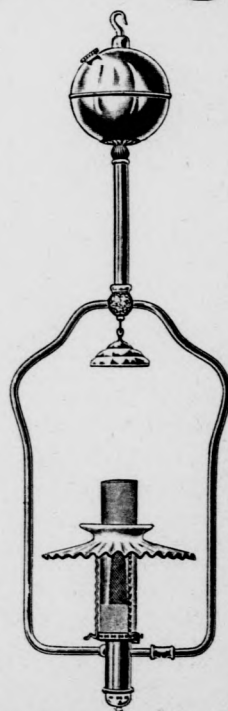
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For the perfect and economical lighting of dwellings as well as stores The Imperial Gas Lamp fills the bill. It is also safe, being approved by Insurance Boards. The Imperial burns common stove gasoline, gives a 100 candle power light and is a steady, brilliant light, with no odor and no smoke. Every lamp is fully guaranteed, and it is made in various styles suitable for different purposes. The Imperial Gas Lamp makes the ideal light for Lodge Rooms, because it can be burned as low as desired; does not smoke, and is perfectly safe. Write for Illustrated Catalogue.



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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.

Freezing a Visitor by Scanty Welcome.

A salesman who has carried a line of St. Louis shoes for over twenty years in the South, in commenting on the reception and entertainment of visitors to the market, said:

Many good accounts are lost to a salesman by the treatment accorded to his customers visiting the house. Too much pains can not be taken to give a visiting merchant a pleasant reception and warm hospitality when he comes to the city. When a man leaves his business in the hands of some of his clerks and makes a sacrifice of his time, and money too, to go all the way to the city to buy shoes, he feels that he has "something coming" when he arrives. He expects to receive the same hearty welcome he extends to the drummer when that individual visits him. Well, should the drummer be out of town there ought to be some one who will meet this visitor and give him the glad hand, help get his hotel accommodations, fix him up comfortably and entertain him as he deserves. The average country merchant feels just a little timid and overcome by the rush and roar of the city and oftentimes becomes confused and wishes he had never seen the "darned old city." Right then the good offices of the entertainer are welcome. A few little kindly acts will make that man your friend for life.

But just let him fall into the hands of one of these chilly, iceberg fellows who have a temperature of zero always about them and the stuff's off. Why, here's a little experience one of my customers had when he visited the house:

He came over a thousand miles to buy a spring bill, and by some unlucky combination of circumstances, I missed connections and failed to meet him. He came on, however, to the city, and hunted around until he found my house. Arrived there pretty tired and somewhat disgusted with me for failing to meet him, he walked in and met a shock of cool air that would congeal a hot tamale at a breath. The party who met him at the door was one of those high and mighty individuals who had made a little money on the road and owned a few thousands of stock in the company. Did he walk up to my customer and give him a warm handclasp and a hearty greeting? Oh, no! he went at it this way: Extending the tips of his clammy fingers, he said, "Ah—your name? Ah, yes, buying some, ah—shoes? What can I show you?" My customer informed him he was just in and was looking around a little and would, perhaps, place a few orders before he left town. Then this frigid zone said, "Well, call around when you are ready to buy and we'll treat you right. Good-day, bye-bye."

What do you think of that? Wouldn't it freeze you almost, just to hear me tell it?

What did my customer do? Well, sir, when he recovered from his shock of surprise and indignation, he marched out of the house and down the street, cussing me, my house, the icy individual and everything in general.

He was met by one of those large-hearted genial shoe drummers, who had been after his business for years. You know the rest: He took that customer of mine into his sample room and sold

him a spring bill of over five thousand and immediate shipment of fifteen hundred. I might have had that all to my credit if I had been lucky enough to get in on time, or if some one of average intelligence had greeted my customer on his arrival. Of course, I lost him for a time, but after a few years' patient labor, got him back again. When he comes in after shoes now, I accompany him, or else assure myself that he will fall into the right hands at the store.

This salesman recounts the story of many others. Nearly all of them have the same grievance and have lost by the same means, some good accounts. Every wholesale house should make one of their strongest features the entertainment and welcoming of visitors. The cost will be trifling, the results great.—Shoe and Leather Gazette.

Plea For a More Modern Menu.

Goshen, Sept. 3.—I enjoy reading the Tradesman, and especially the page devoted to commercial travelers. The articles, "As he ought to be," are well worth any one's perusal and especially the young traveler. The only exception I should take to them is in the apologetic tone used in the issue of June 6, wherein the author touches on the liquor habit. If he thinks a thing is wrong, why not openly advocate it? These articles are in wide contrast to some that have appeared in the daily press, intimating that all travelers have a "dark brown thirst."

There is a matter that I think you could take up with good results and that is the matter of the hotel fare that we must endure. Notwithstanding the great progress and healthful changes which have been made within the last decade in the kind and quality and modes of preparation of food dishes, we are compelled to eat the same old greasy stuff that was fed to our forefathers or go hungry. With the markets full to overflowing with new and approved cereal foods, and specially prepared fruits and vegetables, it is "oatmeal" and "beef steak, pork chops, ham and eggs," year in and year out, until one almost dreads to hear it sung into his ear. I think there is great room for improvement in this line and especially do I think so since I am under the care of a physician for repairs on my stomach.

E. Starbuck.

Boot and Shoe Recorder: "Yes," replied a shoe salesman, in answer to a question, "all the traveling men connected with our house are anxious to get out early this season with spring samples for the retail trade. But when did you ever see a season when the boys didn't want to get out early? I confess that I don't remember any such period and I have been traveling out of Boston with the same line now for a dozen years. The fact is, the average traveling man is possessed of a very hopeful nature. He believes every season that he has the finest line of samples which he has ever shown and that his trade will fairly overwhelm him with orders. If, when he gets out on the road, he finds conditions are not quite as rosy as he painted them on the start, he keeps up his spirits with the thought that some of the other fellows are a good deal worse off as regards business than himself. After all, it is a mighty good thing for the traveling men that the majority of them are always looking on the bright side; at least at the beginning of a season. They don't remember their trials and tribulations long after they have finished their trips and are again at home. So we are all going out early again this season, are all going to have the best lines we have ever shown and do the biggest business of our lives. That's our story now. What it will be when we come in at the end of our trips, provided we all emulate George Washington in his cherry tree act, is more than I am prepared to say."

Gripsack Brigade.

O. A. Elliott has purchased Mrs. Bailey's interest in the Bailey House, at Hart, leased the building of E. A. Noret, and took possession of the property Sept. 1.

Geo. Gane, Michigan representative for the Washburn-Crosby Co., has purchased the residence of C. D. Harrington, 46 Charles street, and has already taken possession of the property.

The quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Saginaw last Saturday. Several death claims were ordered paid, including that of Ruby Goldman, of Detroit. Strong resolutions in favor of the Northern mileage book were adopted. The next board meeting will be held at Detroit, Nov. 17, and selection of the place for holding the annual meeting was left with the President. For the first time in several years the Tradesman is unable to present a detailed report of the meeting on account of the non-receipt of same from the Secretary.

Reports from all parts of the State indicate that the traveling men are laying their plans in the most systematic manner to give the Lake Shore system the hardest rub it ever received at the hands of any class of business men. An encouraging feature of the situation is the willingness with which manufacturers and jobbers generally are entering into the plans of the traveling men and the cordial manner in which they undertake to co-operate with the fraternity in the work of diverting shipments, both of outgoing and incoming freight, from the Lake Shore Railway. With a determined front and the solid backing of their employers, the commercial travelers have every reason to look forward to a successful outcome of the controversy.

Goshen Times:—E. Starbuck, the genial and highly successful salesman for the Gale Manufacturing Co., of Albion, has just received notice of his surprising record among the many salesmen employed by the Michigan firm. The implement manufacturing firm has each year given to its agents \$1,000 in prizes for efficiency of service and it was in the awarding of these prizes that the Goshen man stood out at the top. Mr. Starbuck's territory covers twenty-four counties in Northern Indiana and his record shows the greatest reduction in percentage of selling expenses of any of the agents. He reduced these expenses 32 per cent. Mr. Starbuck was second in the showing of bad debts contracted, that contest being divided among four contestants, and he also captured the "Sweepstakes Prize" for the excellent showing he was able to make in what has in the past been considered a poor territory for the Michigan company. The reduction of expense prize was \$200, the portion of the debt prize awarded to Mr. Starbuck was \$44.55 and the sweepstakes was \$50, making a total of \$294.55 out of \$1,000 captured by the Goshen hustler. But more pleasing than this was the handsome increase in salary and the new contract for two years which the company also notified Mr. Starbuck was his if he would accept. He has accepted.

Saginaw Courier-Herald, Sept. 1: Last evening, through the hospitality of the management of the Hotel Vincent, the directors of the Michigan Knights of the Grip, who are in the city for their quarterly meeting, were guests of honor at a delightful gathering in which a number of members of Post F and their ladies joined. An informal re-

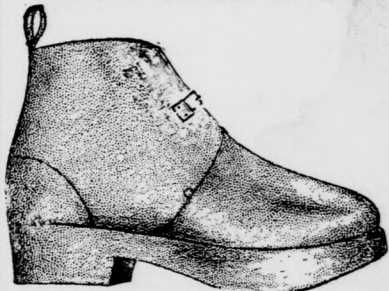
ception was held in a private parlor until about 9 o'clock, when a delicious collation was served in the ordinary. The table was tastefully decorated with gladiolas, asters and smilax. When the daintily prepared and admirably served repast was at an end, Samuel J. Bennett, who is under contract with the "Old Homestead" company, rendered several vocal solos in excellent voice and with very pleasing expression.

Those present showed their appreciation of his artistic efforts by prolonged applause. E. P. Waldron, who presided as toastmaster, was at his best and made a number of hits, which were irresistible. He first called upon Michael V. Foley, who paid a warm tribute to the hotel management for its kindness in providing the entertainment. Those present unanimously reiterated the sentiment by a rising vote. President Schreiber, of Bay City, expressed pleasure at having the ladies present, saying that he believed no organization could prosper without their moral support, which he believed was best enlisted by their presence at the social gatherings. Secretary A. W. Stitt, of Jackson, favored the company with a bass solo, which was so well received that he was compelled to respond to an encore. After some pleasing remarks by Frederick J. Fox, Treasurer O. C. Gould gave some German dialect selections, which convulsed his hearers with laughter. Director J. A. Weston, of Lansing, made a very pleasing speech. He paid a graceful tribute to the hospitality of Saginaw and supplemented the remarks of President Schreiber in regard to the ladies and their presence at banquets. He believed it was entirely due to their refining influence that the alcoholic element had been eliminated from gatherings given under the auspices of Knights of the Grip. Pleasing remarks by Frank Day, of Jackson, and George W. Randall, of West Bay City, were followed by a vocal solo, rendered in excellent style by George E. Dice, chairman of Post F. After some happy speeches by the remaining members present, the toastmaster announced that he had been saving the best for the last and would now call upon the ladies. Mrs. George W. Randall, who was the only one to respond, was heartily applauded. A short period of informal social intercourse brought the pleasant gathering to a close.

Otto Thum has purchased the Ottawa building, on Ottawa street, from Frederick Loettgert.

The peach crop of Delaware amounted to over 40,000 baskets this year.

WATER PROOF WOOD SOLE SHOES



Price \$1.10 net. With iron nails on bottom, \$1.25. Oil Grain Uppers. Sizes 6 to 12. Best shoes for Butchers, Brewers, Farmers, Miners, Creamerymen, Tanners, etc. This sole is more serviceable and cheaper than a leather sole where hard service is required.

A. H. RIEMER CO.,
Patentees and Mfrs., MILWAUKEE, WIS.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 GEO. GUNDRUM, Ionia - Dec. 31, 1900
 L. E. RYNDOLDS, 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

Lansing—Nov. 7 and 8.

Mich. State Pharmaceutical Association.

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

Eight Requisites to Success as a Druggist.

One of the first requisites of a successful pharmacist is an ability to take an interest in his work and in his patrons—a real interest, not one whose goal is the Almighty Dollar. Such interest is so evident to his patrons that it draws them by the immutable law of affinity to his store with their prescriptions, and past the stores of those who, without being guilty of any breach of decorum, politeness, or attention, nevertheless lack a true love for their work.

Let the pharmacist take a real interest in his work and in his patrons, and the dollars that roll into his register will take care of themselves. A feigned interest in his work is as evident to his patrons as a counterfeit dollar is to him. And like a counterfeit dollar, it might pass once or twice for the real coin, but that ends its career. Unless a person is exceptionally stupid you can not pass even a presentable counterfeit on him the third time, nor does it take a customer longer than three times to note if the druggist's interest is solely concentrated in his money-box. Interest in the welfare of others is a faculty that belongs to some men as a birthright, but like other talents it may be acquired.

Dealing as the pharmacist does with persons under affliction, who require some evidence of sympathy, his success, like the doctor's, is proportionate to the extent of his humane qualities. This does not imply that he should give credit to, and distribute his medicines among those who ask him for these things. In order to establish his own credit he must pay for his goods, and in order to do this, even a poor devil could be made to see that the business principle involved of collecting money for his medicines is the only one by which he can stand. Credit is a point on which the pharmacist must display his utmost judgment, and charity in real needful emergencies is frequently his best advertisement. This requires tact.

There is no need to cut on the prices of prescriptions if patrons can be convinced that the pharmacist's interest is in his work, and the purity and effect of his drugs are his main considerations. It is the rankest folly, and an acknowledgment of weakness, to cut on prescription prices. Success depends on really being what one professes to be. Attention should be concentrated on every prescription as it comes in. It should be filled with neatness and despatch. Liquid medicine should be filtered or run through a wad of cotton—that is, if this would improve its appearance without interfering with its therapeutic effect; "fishes" in it should be avoided. Workmanship should be displayed in making pills round and of uniform size. Capsules should be made dry if possible, and each capsule weighed after balancing the scales with an empty capsule. If a mass capsule must be made, care should be exercised in not having it too soft. Nothing looks more unappetizing and slovenly than a badly made mass capsule. "Shake well" and "external use" labels should not be forgotten.

These suggestions may seem trite and superfluous. Even the "kid" knows, theoretically, that these things should be done just so; but in practice it seems that even competent pharmacists are sometimes disregarding of neatness and

the observance of minor details. These matters are frequently considered too light and trivial for such a heavy man as the competent pharmacist is to pay much attention to; but they are silently eloquent agents for the proprietor nevertheless!

Every bottle that is labeled, capped, wrapped, and tied up in a neat manner is a pressing and irresistible invitation for the patron to come back to the store where it was put up. Every neatly prepared package of Epsom salt, senna, oxalic acid, etc., is a recommendation for the store where it was purchased; and, considering that almost every package that is put up goes into a different home or family, where it helps to create an opinion about the store, it is of prime importance to pay attention to these trifling details, and to see that they are attended to in the best manner possible.

Were it not for the fact that the writer knows the druggist to be the most patient of men, he would not dare to inflict upon him the following few trite observations regarding the filing of his prescriptions. Perhaps the pharmacist has just now, before sitting down to read the Bulletin, succeeded in hanging an old file as large as himself upon a hook without demolishing any glassware or breaking any furniture; or perchance, with some dark-blue thoughts in his mind regarding the inventiveness of man, he has just put away a more modern and more expensive file that had been recommended to him as practical. If he has, he may be open to receive a few old-fashioned hints about an old-fashioned subject.

The old iron or copper wire file, with its strong snakelike tendency to squirm and wriggle at odd and unexpected moments when laid on the prescription counter, the ledger, or any other inconvenient place (the only kind of place it was ever made to lay on), and with a particular fondness for shaking its tail against graduates and other innocent but expensive glassware, is without doubt the form of prescription file most generally in use. To supersede this old viper particularly, the writer, good-naturedly and complacently, and without laying claim to being endowed with any especially bequeathed wisdom or originality, lays a few suggestions before his readers.

In numbering and dating prescriptions it is advantageous to place the number, date, and price close together, and to use Roman numbers to indicate the month, thus: 10, 114x9—ix—00x35c. This does away with the necessity, when looking up a prescription, of sometimes turning it over, and frequently tearing it, when the number is at the top and the date at the bottom. In filing prescriptions a good plan is to start each year anew with No. 1,000 to prevent the numbers from running up too high when the volume of business is large. Each month's prescriptions can be filed separately between stiff pasteboard covers, on a catgut string with a strong button on one end. The catgut enables the prescriptions to slide readily when used, and the string is wound around the pasteboard, and the end wrapped around the button before the file is put away. The first and last number of the file, together with the month and year, is plainly marked on each pasteboard cover, and the files then stored away in boxes, also labeled, containing a year's prescriptions, while the last twelve months' prescriptions can be kept in a cabinet convenient to the prescription counter.

The advantages of this over the old wire file and the more modern files are cheapness, cleanliness, preservation of prescriptions, and ready reference; moreover, when a number of repetitions of different dates are put up at one time, each clerk's file hardly takes up more room than an original prescription, and consequently the prescriptionists are not in each other's way during the process of compounding the medicines. This is true even if two or more prescriptions on the same file are put up, for they can be shoved along the catgut string so that the ones wanted lie perfectly flat and fully exposed to view.

To put the number and date on the back of prescriptions is objectionable, for every careful pharmacist frequently compares the number, date, directions, and doctor's name on the box or bottle with that on the prescription, and this necessitates unnecessary turning of the prescription, which is not always practical after it is filed.

The pharmacist should openly and honestly compete, without resorting to secret substitution, with every semi-proprietary medicine that he can, by the products of his own laboratory, and the results of his workmanship should be laid before the physician. The National Formulary will supply him with many formulae, and others are constantly being printed in the drug journals. It is surprising to note the amount of profitable work that may in this way be evolved out of the slumbrous stillness of many drug stores. The hum of industry and activity in the laboratory is pleasing to customers' ears, and although the proceeds of such labor are not immediate, the results are cumulative and may be reaped in large measure at some future day. As we do not live for to-day only, it is wise to keep busy for the morrow.

All other conditions that tend to draw away trade and money should be met with fortitude. There is a large class of preparations, the sale of which does not conflict with the physician's practice, that can more profitably be put up by the pharmacist under his own name than they can be purchased. All that is needed is conscientiousness in the selection of formulae, remembering that real merit, as well as a neat label, is a recommendation that will create a demand for the preparations, and that these preparations can be supplied only by yourself, whereas other makes can be purchased elsewhere. It is profitable work for the laboratory, but most profitably neglected in the average drug store. It is worth while to try the experiment in earnest. The list of possible preparations is almost too numerous to mention. If the pharmacist goes about it conscientiously he will infuse enough confidence into his customers to create a ready and profitable sale for his remedies. Printer's ink, used with common sense and judgment, will give him a profitable introduction to the public.

There are a few points regarding the pharmacist's attitude toward his customers that may be worthy of note.

The attitude of the public toward the pharmacist is too well known to need comment. The public is a discriminating bobby, and anything or anybody that is not bona fide gets bad treatment from it. The eternal ego of the pharmacist does not commend itself to the public. It demands good treatment and pays well for it. A pharmacist who starts out with the idea of getting everything in sight, and giving as little as possible in return for it, meets with the reward that he deserves, and bemoans the suppositious fact that pharmacy is played out. It is a sort of business blindness that is ruinous to his pocket book. There is the same opportunity for profit in pharmacy to-day as there ever was, but to conduct a drug store on the basis of a system that should long ago have been reverently laid in the grave can be productive of no success. The present necessity is to meet the conditions of to-day. Who could have a better opportunity than the pharmacist for a closer relationship to the physician and the public, if, properly equipped and wide-awake, he starts out after them? Let him repel the encroachments of others into his domain to reap his profits. To give the public the best he can for the money does not imply that he should give the highest priced things, the profit on which has been reaped by others. The pharmacist has been startled and alarmed in comparatively recent years at the remarkable innovations made in pharmacy, that threaten to take his living from him. He is just about awakening from this day-dream to learn that he must think and work for himself in order to succeed. Let him study with determination the sources of profit in his own laboratory.

It becomes an interesting study, like all other studies, after one has mastered the rudiments of it, and it elevates the drug store above the condition of a mere emporium.—R. F. Ruppier in Bulletin of Pharmacy.

The Drug Market.

Opium—Is quiet and easy.
 Morphine—Is unchanged.
 Quinine—Is firm at the late advance.
 Carboic Acid—Is very firm and advancing. The demand is good and the supplies are small.

Citric Acid—Is easier and declining, on account of its nearing the end of the consuming season.

Cocoa Butter—Has again advanced and is scarce.

Glycerine—Is unsettled and advancing. Manufacturers are not uniform in price. It is believed that when the demand sets in it will be decidedly higher on account of the strong position of crude.

Menthol—Is very firm and has advanced 5c per lb.

Cubeb Berries—Have advanced, both here and abroad, and are tending higher.

Oil Cubebs—Has advanced, in sympathy with the berries, and is tending higher.

Oil Rose—Has declined, on account of the large production this year.

Oil Sassafras—Is very firm and advancing, on account of small receipts and reduced stocks.

Oil Lemon—Has been advanced 10c per lb., on account of a similar fact in the primary markets.

Gum Camphor—Is very firm, and has been advanced by refiners.

Linseed Oil—Is unsettled and lower.

The Fly Season.

Bakst Bros., of New York, have a novel as well as ingenious display in the windows of their drug store at 249 Henry Street that is attracting the attention of passers-by to such an extent that a large crowd is in front of the place afternoon and evening. The exhibit consists of a nicely-built miniature house, covered on the outside by sticky fly-paper to keep the flies out of the house, a sign says, while inside are shown a number of different brands of insect powder. The house serves a double purpose in that it advertises the goods of the firm and at the same time keeps the store clear of flies. A member of the firm states the idea has not only caught the flies, but has "caught on" with the crowds as well.

At an Unauspicious Moment.

"No," said the industrious man, "I didn't get much encouragement in my talk about a holiday. I met my employer just as he was coming home laden with golf sticks and various other kinds of luggage, and accompanied by his family of four girls and a small boy. I told him I thought I needed a rest."

"What did he do?"

"He looked at me hard for half a minute, and then exclaimed, 'I don't see why you should want a rest. You haven't been away on any vacation.'"

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, Oil Cubeb, Cocoa Butter.
Declined—Oil Rose, Linseed Oil.

Acidum			Conium Mac.			Scilla Co.		
Aceticum	\$ 60	8	Copaiba	1 15	25	Tolutan	@ 50	
Benzoleum, German	70	75	Cubeba	1 20	1 25	Prunus virg.	@ 50	
Boracic	@ 17		Erigeron	1 00	1 10	Tinctures		
Carbonicum	30	42	Gaultheria	2 00	2 10	Aconitum Napellis R	60	
Citricum	45	48	Hedeoma	1 00	1 10	Aconitum Napellis F	50	
Hydrochlor.	30	5	Juniper	1 00	1 10	Aloes and Myrrh	60	
Nitrosum	80	10	Lavandula	1 50	2 00	Arnica	60	
Oxalicum	12	14	Limonis	1 40	1 50	Assafetida	50	
Phosphoricum, dil.	@ 15		Mentha Piper	1 25	2 00	Atropa Belladonna	50	
Sulphuricum	55	60	Mentha Verid	1 50	1 60	Aurant Cortex	50	
Tannicum	1 10	1 20	Morhuac, gal.	1 20	1 25	Benzoin	50	
Tartaricum	38	40	Myrica	4 00	4 50	Benzoin Co.	50	
Ammonia			Olive	75	3 00	Barosma	50	
Aqua, 16 deg.	40	6	Pisces Liquid.	10	12	Cantharides	75	
Aqua, 20 deg.	60	8	Pisces Liquid, gal.	@ 10		Capsicum	50	
Carbonas	13	15	Ricina	1 00	1 08	Cardamon	75	
Chloridum	12	14	Rosmarini	@ 10		Cardamon Co.	75	
Aniline			Rose, ounce.	6 00	6 50	Castor	1 50	
Black	2 00	2 25	Succini	40	45	Catechu	50	
Brown	80	1 00	Sabina	90	1 00	Cinchona	50	
Red	45	50	Santal	2 75	7 00	Cinchona Co.	60	
Yellow	2 50	3 00	Sassafras	50	55	Columba	50	
Bacca			Sinapis, ess., ounce.	@ 65		Cubeba	50	
Cubeba, po. 25	22	24	Tigili	1 50	1 60	Cassia Acutifol	50	
Juniperus	60	8	Thyme	40	50	Digitalis	50	
Xanthoxyllum	75	80	Thyme, opt.	@ 160		Ferri Chloridum	50	
Balsamum			Theobromas	15	20	Gentian	50	
Copaiba	50	55	Potassium			Gentian Co.	50	
Peru	@ 1 85		Bi-Carb.	15	18	Guaiaca	50	
Terabin, Canada	40	45	Bichromate	13	15	Guaiaca ammon	60	
Tolutan	40	45	Bromide	52	57	Hyoscyamus	50	
Cortex			Carb	12	15	Iodine	75	
Abies, Canadian	18		Chlorate, po. 17@19	16	18	Iodine, colorless	75	
Cassia	12		Cyanide	35	40	Kino	50	
Cinchona Flava	18		Iodide	2 60	2 65	Lobelia	50	
Cinchona Flav.	30		Potassa, Bitart. pure	28	30	Myrrh	50	
Euonymus atropurp.	30		Potassa, Bitart. com.	@ 10		Nux Vomica	50	
Myrica Cerifera, po.	20		Potass Nitras, opt.	7	10	Opil.	75	
Prunus Virgini.	12		Potass Nitras	6	8	Opil, comphorated	50	
Quillaja, gr'd.	12		Prussiate	23	26	Opil, deodorized	50	
Sassafras, po. 15	12		Sulphate po.	15	18	Quassia	50	
Ulmus, po. 15, gr'd	15		Radix			Rhatany	50	
Extractum			Aconitum	20	25	Rhei	50	
Glycyrrhiza Glabra	24	25	Althea	25	25	Sanguinaria	50	
Glycyrrhiza, po.	28	30	Anchusa	10	12	Serpentaria	50	
Hematox, 15 lb. box	11	12	Arum po.	10	25	Stromonium	60	
Hematox, 1s.	13	14	Calamus	20	40	Tolutan	60	
Hematox, 1/2s.	14	15	Gentiana, po. 15	12	15	Valerian	60	
Hematox, 1/4s.	16	17	Glycyrrhiza, pv. 15	16	18	Valerian Veride	50	
Ferru			Hydrastis Canaden.	@ 75		Zingiber	50	
Carbonate Precip.	15		Hydrastis Can.	@ 80		Miscellaneous		
Citrate and Quinia	2 25		Hellebore, Alba, po.	12	15	Aether, Spts. Nit. 7 F	30	35
Citrate Soluble	75		Inula, po.	15	20	Aether, Spts. Nit. 4 F	34	38
Ferrocyanidum Sol.	40		Ipecac, po.	4 25	4 35	Alumen	2 1/2	3
Solut. Chloride	15		Iris plox., po. 35@38	35	40	Alumen, gro'd, po. 7	30	4
Sulphate, com'l.	2		Jaipara, pr.	25	30	Antimoni	40	50
Sulphate, com'l, by	80		Maranta, 1/2s.	22	25	Antimoni et Potass T	40	50
bbi, per cwt.	7		Podophyllum, po.	75	1 00	Antipyrin	@ 25	
Sulphate, pure	7		Rhei, cut.	@ 1 25		Antifebrin	@ 20	
Flora			Rhei, pv.	75	1 35	Argent Nitras, oz.	@ 49	
Arnica	15	18	Spigella	35	38	Arsenicum	10	12
Anthemis	22	25	Sanguinaria, po. 15	@ 18		Balm Gilead Buds.	38	40
Matricaria	30	35	Serpentaria	40	45	Bismuth S. N.	1 90	2 00
Folia			Senega	60	65	Calcium Chlor., 1s.	@ 9	
Barosma	28	30	Smilax, officinalis H.	@ 40		Calcium Chlor., 1/2s.	@ 10	
Cassia Acutifol, Tin-	20	25	Smilax, M.	@ 25		Calcium Chlor., 1/4s.	@ 12	
nevelly	25	30	Scilla	10	12	Cantharides, Rus. po	@ 75	
Cassia, Acutifol, Alx.	20	25	Symplocarpus, Foti-	@ 25		Capsel Fructus, af.	@ 15	
Salvia officinalis, 1/2s	12	20	us, po.	@ 25		Capsel Fructus, po.	@ 15	
and 1/2s	8	10	Valeriana, Eng. po. 30	@ 25		Capsel Fructus B. po.	@ 15	
Uva Ursi	8	10	Valeriana, German.	15	20	Caryophyllus, po. 15	12	14
Gummi			Zingiber a	12	16	Carminc, No. 40	@ 3 00	
Acacia, 1st picked	@ 65		Zingiber j.	25	27	Cera Alba	50	55
Acacia, 2d picked	@ 45		Semen			Cera Flava	40	42
Acacia, 3d picked	@ 35		Anisum, po. 15	@ 12		Cocceus	@ 40	
Acacia, sifted sorts.	@ 28		Apium (gravelous).	13	15	Cassia Fructus	@ 35	
Acacia, po.	45	65	Bird, 1s.	4	6	Centaria	@ 45	
Aloe, Barb. po. 18@20	12	14	Carul, po. 18	12	13	Cetaceum	@ 45	
Aloe, Cape, po. 15	@ 12		Cardamon	1 25	1 75	Chloroform	55	60
Aloe, Socotri, po. 40	@ 30		Coriandrum	8	10	Chloroform, squibbs	@ 1 10	
Ammoniac	55	60	Cannabis Sativa	4	5	Chloral Hyd Crst.	1 65	1 90
Assafetida, po. 30	28	30	Cydonium	75	1 00	Chondrus	20	25
Benzoinum	50	55	Chenopodium	10	12	Cinchonidine, P. & W	38	48
Catechu, 1s.	@ 13		D'ortex Odorate	1 00	1 10	Cinchonidine, Germ.	38	48
Catechu, 1/2s	@ 14		Fenugreek, po.	7	9	Cocaine	5 80	6 00
Catechu, 1/4s	@ 16		Lini	3 1/2	4 1/2	Corks, list, dis. pr. et.	@ 35	
Camphora	69	73	Lini, gr'd. bbl. 3 1/2	40	4 1/2	Cresosotum	@ 35	
Euphorbium, po. 35	@ 40		Lobelia	35	40	Creta	@ 2	
Galbanum	@ 1 00		Pharlaris Canarian.	4 1/2	5	Creta, prep.	@ 11	
Gamboge	65	70	Rapa	4 1/2	5	Creta, Rubra	@ 8	
Guaiacum, po. 25	@ 30		Sinapis Alba	9	10	Crocus	15	18
Kino, po. \$0.75	@ 75		Sinapis Nigra	11	12	Cupri Sulph.	6 1/2	8
Mastic	@ 60		Spiritus			Dextrine	7	10
Myrrh, po. 45	@ 40		Frumentum, W. D. Co.	2 00	2 50	Ether Sulph.	75	90
Opil, po. 4.80@5.0	3 50	3 60	Frumentum, D. F. R.	1 25	1 50	Emery, all numbe.s.	@ 8	
Shellac	25	35	Juniperis Co. O. T.	1 65	2 00	Emery, po.	@ 9	
Shellac, bleached	40	45	Juniperis Co.	1 75	2 00	Ergota, po. 90	85	90
Tragacanth	50	80	Saacharum N. E.	1 90	2 10	Flake White	12	15
Herba			Spt. Vini Galli.	1 75	6 50	Galla	@ 23	
Absinthium, oz. pkg	25		Vini Oporto.	1 25	2 00	Gambler	8	9
Eupatorium, oz. pkg	25		Vini Alba	1 25	2 00	Gelatin, Cooper	@ 60	
Lobelia, oz. pkg	25		Sponges			Gelatin, French	35	60
Majorum, oz. pkg	28		Florida sheeps' wool	2 50	2 75	Glassware, flint, box	75	8
Mentha Pip. oz. pkg	23		carriage	@ 1 50		Less than box	@ 70	
Mentha Vir. oz. pkg	25		Nassau sheeps' wool	2 50	2 75	Glue, brown	11	13
Rue, oz. pkg	22		carriage	@ 1 25		Glue, white	15	25
Tanacetum V. oz. pkg	22		Velvet extra sheeps'	@ 1 50		Glycerina	17 1/2	25
Thymus, V. oz. pkg	25		wool, carriage	@ 1 00		Grana Paradisi	@ 25	
Magnesia			Extra yellow sheeps'	@ 1 25		Humulus	25	55
Calcined, Pat.	55	60	wool, carriage	@ 1 00		Hydrarg Chlor Mite	@ 85	
Carbonate, Pat.	18	20	Grass sheeps' wool,	@ 1 00		Hydrarg Chlor Cor.	@ 85	
Carbonate, K. & M.	18	20	carriage	@ 75		Hydrarg Ox Rub'm	@ 1 05	
'arbonate, Jennings	18	20	Hard, for slate use.	@ 1 40		Hydrarg Ammoniat	@ 1 17	
Oleum			Yellow Teef, for	@ 1 40		Hydrarg Unguentum	50	60
Absinthium	6 00	6 25	slate use.	@ 1 40		Ichthyobolia, Am.	65	70
Amygdale, Dulc.	38	65	Syrups			Indigo	75	1 00
Amygdale, Amara.	8 00	8 25	Acacia	@ 50		Iodine, Resubi.	3 85	4 00
Anisi	2 10	2 20	Aurant Cortex	@ 50		Iodoform	3 85	4 00
Aurant Cortex	2 25	2 30	Zingiber	@ 50		Lupulin	@ 70	
Bergamili	2 75	2 85	Ipecac	@ 50		Lycopodium	@ 75	
Calypul	80	85	Ferri Iod.	@ 50		Macleis	65	75
Caryophylli	75	80	Rhei Arom.	@ 50		Liquor Arsen et Hy-	@ 25	
Cedar	35	45	Smilax Officinalis	50	60	drag Iod.	@ 10	12
Chenopadii	@ 2 75		Senega	@ 50		Liquor Potass Arsenit	@ 25	
Cinnamoni	1 30	1 40	Scilla	@ 50		Magnesia, Sulph.	@ 2	3
Citronella	35	40				Magnesia, Sulph, bbl	@ 1 1/2	
						Mannia, S. F.	50	60

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

Corn Syrup
Sugar

DECLINED

Loose Muskatel Raisins
Rolled Oats
Pickles

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

AXLE GREASE
doz. gross
Aurora..... 55 6 00
Castor Oil..... 60 7 00
Diamond..... 50 4 25
Frazier's..... 75 9 00
IXL Golden, tin boxes 75 9 00



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

AMMONIA Per Doz.
Aretie 12 oz. ovals..... 85
Aretie 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

Aretie
6 oz. Eng. Tumblers..... 90
Egg

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

The "400"
5 lb. cans, 1/2 doz. case..... 8 00
1 lb. cans, 4 doz. case..... 2 00
9 oz. cans, 4 doz. case..... 1 25
6 oz. cans, 6 doz. case..... 75

El Parity
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, 4 doz. case..... 55
1 lb. cans, 2 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
CONDENSED PEARL BLUING

Small 3 doz..... 40
Large, 2 doz..... 75
Aretie, 4 oz. per gross..... 4 00
Aretie, 8 oz. per gross..... 6 00
Aretie, 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 05
Common Whisk..... 95
Fancy Whisk..... 1 25
Warehouse..... 3 75

CANDLES
Electric Light, 8s..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/2
Paraffine, 12s..... 11
Wicking..... 20

CANNED GOODS

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

Blackberries
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..... 90

Hominy
Standard..... 85

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

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

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

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

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

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

Peas
Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 60

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

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

Raspberries
Standard..... 90

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

Shrimps
Standard..... 1 50

Sardines
Domestic, 1/2s..... 4
Domestic, 3/4s..... 8
Domestic, Mustard..... 8
California, 1/2s..... 17
French, 1/2s..... 22
French, 3/4s..... 28

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

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

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

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

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

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

Vienna Sweet
Vanilla..... 28
Premium..... 25
P. G..... 29

CHICORY
Bulk..... 31
Red..... 7

COCOA

Webb..... 30
Cleveland..... 41

Epps..... 42
Van Houten, 1/4s..... 12
Van Houten, 1/2s..... 20
Van Houten, 1s..... 38
Van Houten, 1 1/2s..... 70
Colonial, 1/4s..... 35
Colonial, 1/2s..... 35
Huyler..... 45
Wilbur, 1/4s..... 41
Wilbur, 1/2s..... 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.
B. L..... \$33 00
Gold Star..... 35 00
Phelps, Brace & Co.'s Brands.
Royal Tights..... 55 @ 80 00
Royal Tigerettes..... 35 00
Vincente Portuondo..... 35 00
Ruhe Bros. Co..... 35 00
Hilton Co..... 35 00
T. J. Dunn & Co..... 35 00
McCoy & Co..... 35 00
The Collins Cigar Co..... 10 @ 35 00
Brown Bros..... 15 @ 70 00
Banner Stahl Co..... 35 00
Banner Cigar Co..... 10 @ 35 00
Seidenberg & Co..... 55 @ 125 00
Fulton Cigar Co..... 10 @ 35 00
A. B. B. & Co..... 35 00
E. M. Schwarz & Co..... 35 00
San Telmo..... 35 00
Havana Cigar Co..... 18 @ 35 00
C. Costello & Co..... 35 00
LaGora-Fee Co..... 35 00
S. I. Davis & Co..... 35 00
Hene & Co..... 35 00
Benedict & Co..... 75 00
Hennetier Cigar Co..... 35 00
G. J. Johnson Cigar Co..... 35 00
Maurice Sanborn..... 80 @ 175 00
Bock & Co..... 65 00
Manna Garcia..... 80 @ 375 00
Henry Clay..... 85 00
La Carolina..... 95 @ 200 00
Standard T. & C. Co..... 35 00
H. Van Tongeren's Brand.
Star Green..... 35 00

COFFEE
Roasted
A.T.C. HIGH GRADE COFFEES

Special Combination..... 20
French Breakfast..... 25
Lenox..... 30
Vienna..... 35
Private Estate..... 38
Supreme..... 40
Less 33 1/2 per cent.

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

Santos
Common..... 11
Fair..... 10
Choice..... 14
Fancy..... 17
Peaberry..... 13

Maracaibo
Fair..... 12
Choice..... 16

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

Guatemala
Choice..... 16

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

Mocha
Arabian..... 21

Package
New York Basis.

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

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

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

Substitutes
Crushed Cereal Coffee Cake
12 packages, 1/2 case..... 1 75
24 packages, 1 case..... 3 50

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

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

CONDENSED MILK
4 doz. in case.
Gail Borden Eagle..... 6 75
Daisy..... 6 25
Daisy..... 5 75
Champion..... 4 50
Magnolia..... 4 25
Challenge..... 4 00
Dime..... 3 35

COUPON BOOKS
50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books
Can be made to represent any denomination from \$10 down.
50 books..... 1 50
100 books..... 2 50
500 books..... 11 50
1,000 books..... 20 00

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

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

DRIED FRUITS—Domestic
Apples
Sundried..... 6 @ 6 1/2
Evaporated, 50 lb. boxes 6 1/2 @ 7
California Fruits
Apricots..... @ 10
Blackberries..... @ 11
Nectarines..... 9 @ 11
Peaches..... 7 1/2
Pitted Cherries..... 7 1/2
Prunelles..... 8 1/2
Raspberries..... 8 1/2
California Prunes
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
40-50 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 00
Cluster 4 Crown..... 2 25
Loose Muscatels 2 Crown..... 6 1/4
Loose Muscatels 3 Crown..... 7 1/4
Loose Muscatels 4 Crown..... 8 1/4
L. M., Seeded, choice..... 9
L. M., Seeded, fancy..... 10

DRIED FRUITS—Foreign
Citron
Leghorn..... 11
Corsican..... 12

Currents
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..... 2 00
Sultana 3 Crown..... 2 25
Sultana 4 Crown..... 2 50
Sultana 5 Crown..... 2 75
Sultana 6 Crown..... 3 00
Sultana package..... 3 00

FARINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hand Picked 2 25 @ 2 35
Brown Holland..... 11

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
Haskell's Wheat Flakes
36 2 lb. packages..... 3 00

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

Pearl Barley

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

Grits
Walsh-DeRoo Co.'s Brand.

WHEAT GRITS
Illustration of a box of Wheat Grits.

24 2 lb. packages..... 2 00
100 lb. kegs..... 3 00
200 lb. barrels..... 5 70
100 lb. bags..... 2 90

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

Rolled Oats
Rolled Avena, bbl..... 3 75
Steel Cut, bbl..... 3 90
Monarch, bbl..... 4 40
Monarch, 1/2 bbl..... 1 85
Monarch, 3/4 lb. sacks..... 65
Quaker, cases..... 20

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

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

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

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

FOOTE & JENKS'
JAXON
Highest Grade Extracts

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

COLEMAN'S
HIGH GRADE EXTRACTS

Vanilla..... 1 20
Lemon..... 1 20
2 oz panel 1 20 2 oz panel 1 25
3 oz taper 2 00 4 oz taper 1 50

Jennings'
Aretie
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'
FLAVORING EXTRACTS

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

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

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

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

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

HERBS
Sage..... 15
Hops..... 15

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

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

LICORICE
Pure..... 30
Calabria..... 25
Sicily..... 14
Rooft..... 10

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

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

MOLASSES
New Orleans

Black..... 12 1/2
Fair..... 16
Good..... 20
Fancy..... 24
Open Kettle..... 25 @ 35

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

PAPER BAGS
Satchel Union Square
Bottom..... 28 53
1..... 34 66
2..... 44 88
3..... 54 1 08
4..... 66 1 36
5..... 76 1 58
6..... 86 1 84
7..... 96 2 16
8..... 1 06 2 58
9..... 1 18 3 00
10..... 1 30 3 32
12..... 1 42 4 48
14..... 1 54 5 48
16..... 2 06 6 48
20..... 2 52 8 40

PICKLES
Medium
Barrels, 1,200 count..... 5 00
Half bbls, 600 count..... 3 00

Small
Barrels, 2,400 count..... 6 00
Half bbls, 1,200 count..... 3 50

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

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

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

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

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer 3 15
Deland's..... 3 00
Dwight's Cow..... 3 15
Emblem..... 2 10
L. P..... 3 00
Sodio..... 3 15
Wyandotte, 100 1/2s..... 3 00

SAL SODA
Granulated, bbls..... 80
Granulated, 100 lb. cases..... 90
Lump, bbls..... 75
Lump, 145 lb. kegs..... 80

SALT
Diamond Crystal
Table, cases, 24 3 lb. boxes..... 1 40
Table, barrels, 100 3 lb. bags..... 2 85
Table, barrels, 40 7 lb. bags..... 2 50
Butter, barrels, 250 lb. bags..... 2 50
Butter, barrels, 20 14 lb. bags..... 27
Butter, sacks, 25 lbs..... 27
Butter, sacks, 56 lbs..... 62

Common Grades
10

SALT FISH

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

Halibut	
Strips	14
Chunks	15

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

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

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

Whitefish			
	No. 1	No. 2	Fam
100 lbs.....	7 50	7 00	2 50
40 lbs.....	3 30	3 10	1 30
10 lbs.....	90	85	40
8 lbs.....	75	71	35

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	5
Pepper	5
Rape	4 1/2
Cattle Bone	15

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

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

STARCH	
Kingsford's Corn	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 3/4
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

WASHING POWDER	
Rub-No-More	
No. 4, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

SNUFF

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, 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 for the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	

Domino	6 40
Cut Leaf	6 55
Crushed	6 55
Cubes	6 30
Powdered	6 25
Coarse Powdered	6 25
XXXX Powdered	6 30
Standard Granulated	6 15
Fine Granulated	6 15
Coarse Granulated	6 30
Extra Fine Granulated	6 25
Conf. Granulated	6 40
2 lb. bags Fine Gran.	6 25
5 lb. bags Fine Gran.	6 25
Mould A	6 40
Diamond A	6 15
Confectioner's A	5 95
No. 1 Columbia A	5 80
No. 2 Windsor A	5 80
No. 3 Ridgewood A	5 80
No. 4 Phoenix A	5 75
No. 5 Empire A	5 70
No. 6	5 60
No. 7	5 50
No. 8	5 40
No. 9	5 30
No. 10	5 25
No. 11	5 25
No. 12	5 20
No. 13	5 15
No. 14	5 15
No. 15	5 15
No. 16	5 15

SYRUPS	
Corn	
Barrels	20
Half bbls.	22
1 doz. 1 gallon cans	3 20
1 doz. 1/2 gallon cans	1 95
2 doz. 1/4 gallon cans	95

Pure Cane	
Fair	16
Good	20
Choice	25

TABLE SAUCES	
LEA & PERRIN'S SAUCE	

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

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

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

Young Hyson	
Choice	30
Fancy	36

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

English Breakfast	
Medium	27
Choice	34
Fancy	42

India	
Ceylon, choice	32
Fancy	42

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

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

WASHING POWDER	
Rub-No-More	
No. 4, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WICKING	
No. 4, 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. 4 Oval, 250 in crate	2 40
No. 5 Oval, 250 in crate	2 60

Clothes Pins	
Boxes, 5 gross boxes	65

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 60
2-wire, Cable	1 60
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 15
17 in. Butter	1 25
19 in. Butter	1 30
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50

YEAST CAKE	
Yeast Foam, 1/4 doz.	50
Yeast Foam, 3 doz.	1 00
Yeast Cre m, 3 doz.	1 00
Magic Yeast 5c, 3 doz.	1 00
Sunlight Yeast, 3 doz.	1 00
Warner's Safe, 3 doz.	1 00

Crackers

The National Biscuit Co.	
quotes as follows:	

Butter	
Seymour	6
New York	6
Family	6
Salted	6
Wolverine	6 1/2

Soda	
Soda XXX	6 1/2
Soda, City	8
Long Island Wafers	12
Zephyrette	10

Oyster	
Faust	7 1/2
Farina	6
Extra Farina	6 1/2
Saltine Oyster	6

Sweet Goods-Boxes	
Animals	10
Assorted Cake	10
Bell Rose	8
Bent's Water	16
Buttercreps	12
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocoanut Taffy	10
Cracknells	16
Creams, Iced	8
Cream Crisp	10
Crystal Creams	10
Cubans	11 1/2
Current Fruit	11
Frosted Honey	12
Frosted Cream	9
Ginger Gems, lg. or sm.	8
Ginger Snaps, N.B.C.	8
Gladiator	10
Grandma Cakes	9
Graham Crackers	9
Graham Wafers	12
Grand Rapids Tea	16
Honey Fingers	12
Iced Honey Crumpets	10
Imperial	8
Jumbles, Honey	12
Lady Fingers	12
Lemon Wafers	16
Marshmallow	16
Marshmallow Walnuts	16
Mary Ann	8
Mixed Plenic	11 1/2
Milk Biscuit	7 1/2
Molasses Cake	7 1/2
Molasses Bar	8
Moss Jelly Bar	12 1/2
Newton	12
Oatmeal Crackers	8
Oatmeal Wafers	12
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7 1/2
Pretzels, hand made	7 1/2
Sears' Lunch	7 1/2
Sugar Cake	8
Sugar Cream, XXX	8
Sugar Squares	8
Sultanas	12
Tutti Frutti	16
Vanilla Wafers	16
Vienna Crimp	8

Grains and Feedstuffs

Wheat	
Winter Wheat Flour	72
Local Brands	

Patents	4 50
Second Patent	4 00
Straight	3 80
Clear	3 25
Graham	3 75
Buckwheat	4 50
Rye	3 25

Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

Ball-Barnhart-Putman's Brand	
Diamond 1/2s.	4 00
Diamond 3/4s.	4 00
Diamond 1s.	4 00

Worden Grocer Co.'s Brand	
Quaker 1/2s.	3 95
Quaker 3/4s.	3 95
Quaker 1s.	3 95

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s.	4 75
Pillsbury's Best 3/4s.	4 65
Pillsbury's Best 1s.	4 55
Pillsbury's Best 1 1/2s.	4 55
Pillsbury's Best 2s.	4 55

Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.	4 50
Duluth Imperial 3/4s.	4 40
Duluth Imperial 1s.	4 30

Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.	4 60
Wingold 3/4s.	4 50
Wingold 1s.	4 40

Olney & Judson's Brand	
Ceresota 1/2s.	4 75
Ceresota 3/4s.	4 65
Ceresota 1s.	4 55

Worden Grocer Co.'s Brand	
Laurel 1/2s.	4 75
Laurel 3/4s.	4 65
Laurel 1s.	4 55
Laurel 1 1/2s.	4 55
Washburn-Crosby Co.'s Brand	

Washburn-Crosby Co.'s Brand	
Compound	6 1/2
Kettle	7 1/2
Vegetable	6 1/2
55 lb. Tubs, advance	7 1/2
50 lb. Tubs, advance	7 1/2
50 lb. Tins, advance	7 1/2
20 lb. Pails, advance	7 1/2
10 lb. Pails, advance	7 1/2
5 lb. Pails, advance	7 1/2
3 lb. Pails, advance	7 1/2

Lemon & Wheeler Co.'s Brand	
Wingold 1/8s.....	4 60
Wingold 1/4s.....	4 50

MORNING MARKET.

How the Consumer Is Sometimes Converted.

The moon and the market have one common peculiarity: they sometimes get full. That was the condition on Tuesday morning of the staid Island Market. It was absolutely and unqualifiedly full. There was no disgusting display of a loss of equilibrium, no evident determination that the only safe place to ambulate is the middle of the road, but a jovial, we-won't-go-home-'til-morning air that shows a firm condition of things although appearances indicate the contrary. Peaches set the gait that other market favorites followed, although at a distance. They ranged in price from 60c a bushel upward, Crawfords calling for a \$1 and something, the variation depending upon the condition of the fruit. The Crawfords must not, however, depend too much upon their reputation to remain the favorite peach. A modest peach whose innate virtues proclaimed its excellence, standing beside a basket of haughty, high-colored, self-satisfied Crawfords, excited the expressed admiration of a hesitating purchaser to such an extent as to attract the grower's attention. It needed but one "Jest try it" and the eager teeth entered the luscious fruit. That settled the fate of that bushel and the slighted basket of Crawfords had plenty of time to ponder the parting shot: "Don't talk Crawfords to me after this!"

One handsome housekeeper met a trade Waterloo this morning. She was out with her husband for canning material and, womanlike, found what she wanted but couldn't afford to decide until she had called at all wagons. The old maxim was verified: "He who hesitates is lost." While she was looking farther another customer—an exultant woman—scooped the peaches almost under her very nose and the chuckling seller was trying to explain "all about it" to the indignant woman and the grinning crowd. A bit of information confidentially given to a home buyer is hereby presented free of charge: "Them red Crawfords are the best f'r cannin' an' take less sugar."

Pears were abundant and cheap. They held their own fairly well at 60c@75c a bushel, with an occasional undercut to a favorite buyer. The "Seein' it's you" idea occasionally makes its appearance in the morning trade. While the Bartlett is still the first family among pears, there are other claimants for equal recognition. The deep yellow of the reigning family, it is beginning to be discovered, does not always conceal a quality superior to their less acknowledged relations. "Bite that an' see what ye think," was an order promptly obeyed, with a lifting of eyebrows and a "M—hm!" which shows how hearty approval is expressed when the mouth is too full for utterance. The green skin covered a richer sweetness than the yellow and when that is generally known, "Farewell, a long farewell," O, Bartlett, "to all your greatness."

The plum market has probably passed its climax. It has not been especially strong this season, for reasons already given. The size has not been particularly noticeable, unless it be something under the average. The price was not far from 50c either way. A few small baskets something larger than the well-to-do Catawba grape in its prime, meeting commendation, resulted in a transfer from the basket to the mouth. It was as

full of wine as the Catawba and after its kind a trifle sweeter. Its price, 7c, led to an early exchange of hands.

Apples at 25c a bushel are getting to be common, as the price indicates. There is no great call for them, a later period in the season being the time for that. Grapes are not yet prepared to show what they can do. They are evidently waiting for the peach to get through holding court before announcing their own reception day. Some Delaware, flanked by Niagaras and the commoner purple varieties, at \$2 a dozen baskets met with ready sale, but they were in no way responsible for the full market.

Potatoes are still plodding along at 25c and giving the buyer good value for his money. Tomatoes go 5c better or, if that phraseology is not understood, 30c, and cheap at that. Melons at 30c a bushel imply that their day is soon to be over, but there is abundant testimony that the day to the consumer is and has been a delightful one.

There were any number of visitors on the market and from an occasional exclamation it was altogether evident that they were surprised, pleased, and almost as full of peaches as the market itself.

The Egg as a Lightening Agent.

The substances, other than water, of which eggs are composed do not give off any gas whatever within our range of temperature, neither do they cause evolution of gas from any other ingredient used by the confectioner. Yet eggs are well known to be, under certain circumstances, valuable lightening agents. The water they contain is subject to the same laws during the act of baking as govern its expansion and volatilization, as apply to water from any other source. The action of eggs must be looked for in some other direction. First of all the egg, and especially the white, has a peculiar glairy or glutinous consistency. In virtue of this, if eggs be present in a mixture, any water or air thoroughly incorporated with it prior to baking, is retained much more tenaciously when in the gaseous state; and in this way, as a gas retaining agent, eggs co-operate with both air and water in producing a lightening action. Another valuable property of eggs, in so far as this effect is concerned, is that of coagulation or setting. Everyone is familiar with the fact that the contents of an egg become solid on boiling; the same change occurs in these contents when they form part of a cake mixture. As a result, when such a mixture is placed in the oven, any expanding air is more perfectly retained and produces growing vesicles or bubbles within the mass. As the temperature of coagulation is reached, the egg matter begins to set, and thus fixes the dough, so to speak, in its expanded state. Mixed as the eggs are with other ingredients, their character is no doubt somewhat modified; and although coagulation has occurred, the vesicles are capable of still further expansion although their walls have been materially stiffened by the change in the egg matter. The temperature at which water boils is above that at which eggs coagulate, and so any lightening due to the conversion of water into steam must follow the setting of the egg contents. The function of eggs is therefore summed up in the statement that they do not of themselves evolve or cause the evolution of gas, but assist in its retention when developed from air or water, or any other gaseous source.

William Jago.

An Energetic Woman.

A Georgia woman, Miss Rutherford, received premiums amounting to \$150 on 700 exhibits at the recent Georgia State Fair, among the articles shown were canned goods, pickles and jellies of all kinds and descriptions, dried fruits and vegetables, wines and vinegars, three kinds of soap, a cake tin warranted to prevent scorching, invented by herself, and cake that had been baked in it; fruit, vegetables and needle and fancy work. Of the dried fruits and vegetables there were forty-three varieties. Among the needlework were silk quilts made of fine scraps of silk, many of which had been in the family for half a century. Her display of crochet work included 168 patterns. There were wreaths of pressed flowers, seeds and peas. The latter were worked into the legend, "Peas, the clover of the South."

Deference Shown Southern Women.

A man who has been much in the South during the last five or six years says that Southern women in business receive a consideration and deference not often accorded to business women in the North. This, he thinks, is due less to a superior degree of chivalry among the men than to the fact that the typewriter, the book-keeper and the saleswoman are drawn frequently from the "best families," who lost wealth but not social position in the war between the States. They are the granddaughters and daughters of women whose early lives were passed with little more responsibility than to "sit on a cushion and sew up a seam."

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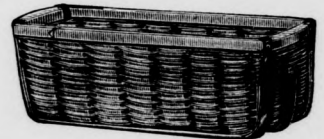
Grand Rapids Business University

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

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

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

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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

The Kind of Customer the Grocers Don't Want.

Written for the Tradesman.

"Say, Mister, Ma sent me for ginger cookies, and she don't want these old things. She says they must have been baked last summer and seasoned in the show window."

The grocer, with a weary look on his face, opened the bag which the little girl laid on the counter and took a peep at its contents.

"Yes, I remember now," he said, kindly, "the cookies she wanted were not in stock, and so I sent these sugar cookies. And she can't use them, eh? Well, little girl, tell your mother that we'll try to fill her order correctly the next time. Here's the money you paid for the cookies."

The child looked at the money, extended in the grocer's hand, curiously.

"Ma didn't say anything about money," she finally said. "She wants what she paid for, and if you haven't got it you'd better hustle up and get it. We're goin' to have company to tea an' the cat got into the milk an' the dog eat up the cold meat and Ma's just ready to light on some one."

"I can't get any more ginger cookies to-night," said the grocer. "The baker won't be here to fill up his case until to-morrow morning."

"Ma'll go somewhere else to trade, then," said the child. "She says you're a cheap skate anyway, not to be able to fill a little order like that. Can't you send some one down and get what she wants?"

"Take your money and run along home," said the grocer, losing patience at last.

"Ma says you haven't got more'n five dollars' worth of things in your whole shebang," shouted the child from the door.

"I admire the manner in which that child is being brought up," said the merchant. "She'll make a terror some day. This talk at her home about me is all because I refused her mother credit."

"Do you have many such scenes as that?" I asked, admiring the patience exhibited by the grocer.

"Too many by far," was the reply. "People say all sorts of things at their own homes, and the children are taught no better than to go away and repeat the words used. Let me talk with a man's children, and I'll tell you what kind of a home he has. But it never rains but it pours. Here comes another kick."

It was a child again, but a boy this time. He marched up to the meat counter and laid down a package, from one end of which I could see a shank bone protruding.

"Pa wants you to take this back and let him know how much he owes. He says you needn't send him dog meat just because he owes a little bill."

"This is a mistake," said the merchant, looking at a bit of writing on the brown paper which covered the offending meat. "This is a small soup bone, and should have gone further down the street. What was it your father ordered?"

"Dunno."

The grocer examined his morning's orders and found it at last.

"A six-pound shoulder roast," he said. "I don't see how such a mistake could have been made, but there is no knowing what a delivery boy will do. Shall I send the meat up, or will you take it with you?" he asked of the boy.

"I don't get no pay for luggin' your

old meat around," said the boy. "Pa says you must be pretty hard up, to be thinkin' of that account of his all the time, an' Ma says mebbe you hain't paid the butcher you get your meat of."

A scrawny-faced woman who was standing at the counter, with two tow-headed urchins pulling at her skirt and teasing for candy, laughed stridently at the remark, and the boy, thus encouraged, tried to take another rise out of the grocer.

"Pa says he don't want to buy any more meat here anyway," he said, glancing at the woman. "The last corned beef he got here was horse meat an' the dog broke his teeth tryin' to eat it. Must 'a' been a tough old horse. Guess a Dago drove him on a bananar cart."

"Tell your father to come down here, if he wants to pay his bill," said the grocer, turning to wait on the scrawny-faced woman, whose tow-headed children were annoying everybody in the store.

"I want a quarter of a pound of sixteen cent coffee," said the woman, taking four cents from a knot in the corner of her handkerchief, "and I'd like some strength to it. The last was no good. Father said it was weaker than a Chinese edict."

"I am sorry," said the grocer, "but I can't sell the best coffee for sixteen cents a pound."

"Oh," said the woman, shrugging her shoulders, "I know all about that. I had a cousin in the grocery business once, and he said they bought a sack of coffee and filled all the bins with in, so the forty cent coffee was no better than the sixteen cent coffee. I know a thing or two, if my clothes don't fit."

"Ma, I want some candy."

"You said mebbe the grocery man would give us some candy."

Two loud cuffs, followed by a chorus of yells.

"I never did see such children," cried the mother. "They just dote on candy and I never think to bring any extra money."

The grocer took down a candy jar, broke a stick in two pieces, and pacified the youngsters.

"This must be one of your days," said I, as the woman disappeared with her young ones. "You haven't built any blocks on the profits of the last three transactions."

"I'm disgusted with human nature," said the grocer, sitting down on the counter and resting his arm on the show case. "This is nothing to some days. Pride and poverty show up here in great shape some days. The poorer a man is, and the more he owes, the more sensitive he is about any seeming slight. If American mechanics were required to do things to keep a job that business men do every day to retain trade, the county houses would be full of able-bodied paupers. The mechanics wouldn't keep their jobs, that's all."

"But you have some bright spots in your business," I suggested.

"Certainly," was the reply, "but such scenes as you have just witnessed leave scars. A little common sense on the part of customers would make things much easier for merchants. But the heart of mankind is 'deceitful above all things and desperately wicked,' as the Good Book says, and I presume will continue so to the end."

Alfred B. Tozer.

"You can get any man to listen to you," said the Cornfed Philosopher, "if you talk to him about his own dog or some other man's wife."

You keep Cigars. Why don't you get some you can't "keep?"

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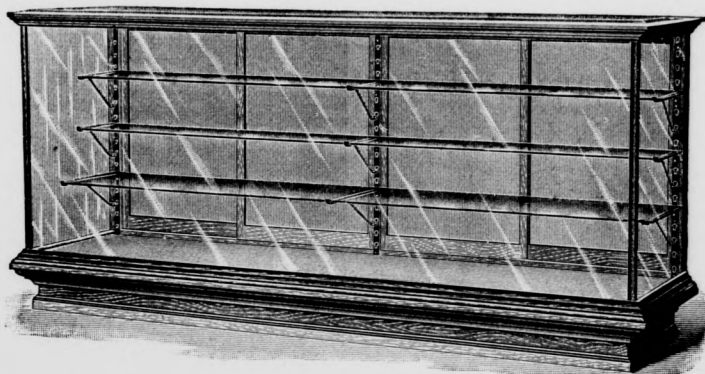
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Tradesman Company
Grand Rapids

BUSINESS MORALS.

Is a Business Career Incompatible With a Christian Life?

Several weeks ago I wrote an article giving the experience of a clerk who resolved before he took a clerk's position that he would be absolutely honest and truthful in everything; that he would avoid even the appearance of evil. I related some actual incidents in this clerk's experience which showed how those laudable theories worked in actual practice; the clerk's finish was reached, if my memory serves me right, in about three weeks. His theories didn't work at all. He either had to violate them or throw up his job. Instead, he stuck to 'em, and his job threw him up.

I'm going to print a little selection from a speech that the Rev. Charles M. Sheldon made a week or two ago to an association of business men in London. You know Mr. Sheldon: he's the fellow who tried to run a Kansas paper as Jesus would have run it.

Here's the selection:

Let me cite you an instance, one out of a thousand, that come to me continually. A young man writes a letter like this: "I tried to put into my life, What would Jesus do? and the morning after I put it into my life the proprietor of the shop asked me to do something which was not right.

"I had been doing it all the time, the other clerks had been doing it; it was legitimate, but it was not honest, and I could not do it because I knew that Jesus would never do such a thing; it was dishonest: He could not do it; I could not. I refused, and the proprietor dismissed me. I went out, and after a little while secured a place with another firm dealing in the same goods at wholesale as a commercial traveler.

"A few days after I had secured this appointment orders came from the head of the firm to do a certain thing in the sale of goods which was always done; it was legitimate, as business is conducted in America, but it was not honest. I knew that Jesus would never do it, and I refused, and my dismissal came in the next mail, and I have gone home."

Everybody who reads the World will remember some articles written several months ago by some salesman over in Jersey City. I think he contended that a salesman couldn't sell goods to-day unless he lied. This fellow got several swats in the neck for his frankness by a lot of enterprising salesmen, who wrote that although many salesmen doubtless lied to sell goods, they had never found it necessary to do so. And so on, and so on. After which I suppose they promptly sent marked copies of their article to their customers.

All the same, I believe that Jersey City man was right.

Take the experience of these fellows that the Rev. Sheldon tells about. I tell you if you start out in the morning to examine every word and act by the light of "What would He, who never sinned, do?" you'll find yourself poorer in customers and in money at night than you were in the morning.

You'll be very apt to be that way; if you're in the retail business; you'll be certain to be that way if you're in the wholesale business, and you'll be twice certain to be that way if you're a salesman on the road.

It's a serious and lamentable admission, isn't it that the rigidly honest man can't succeed in business?

When I use "dishonesty" in discussions of this sort, I don't mean downright lying or stealing. I mean anything that isn't the strict truth. Take a case that I saw a few days ago:

I know a shrewd old grocer, about sixty years old. He has been successful, and is well fixed. He is regarded as a strictly honest man. He regards himself as one of the very few men who obey the spirit as well as the letter of the moral law. I've heard him brag to this effect more than once.

I saw a salesman try to sell this man some rice a few days ago. The grocer asked his price. If I remember the reply was 7 cents for a certain standard grade. The grocer raised his eyebrows and shook his head.

"I don't want any at that price," he said.

"Can you beat that price?" the salesman asked.

"I won't tell you anything about that," was the grocer's reply, "the only thing I will say is that I don't have to pay you 7 cents for that grade of rice."

The result of that was this: The salesman at once jumped at the conclusion that somebody else had offered the grocer a lower price, and he dropped his own price $\frac{1}{4}$ cent, at which price the grocer bought. And that was exactly what the grocer intended. He hadn't any lower price, but he had it all figured out in his mind that the salesman would think he had and come down.

Now, according to the ordinary methods of doing business to-day, there was nothing reprehensible in what that grocer did. As a matter of fact he did nothing except allow the salesman to draw a wrong conclusion. Probably nine out of every ten would contend that this grocer was really more honest than most business men, inasmuch as he didn't actually say that he had a lower price, which many would have done.

And yet was he literally honest in deed as well as word?

To use a Sheldonism, "Would Jesus have done that?"

I buttonholed a veteran, intelligent salesman the other day and asked him this question:

"Suppose you were to start out on your fall trip with the resolution to be perfectly and positively honest in everything—not to make any bluffs that partook of lies; not to make any claims for your goods that weren't absolutely true; not to do anything at all but what a canonized saint could do with a clear conscience—where would you be?"

The salesman smiled a sardonic smile.

"Where would I be?" he repeated. "I would be hunting a job; that's where I'd be. I couldn't conform to that standard and sell goods. Nobody can. I've known a few who tried it; they never last. Every man who tried it is off the road now. They tried to meet lies, bluffs and exaggerations—which is what competition is—with absolute truth, and they all went down."

I tell you, this is a pretty pass we Americans have come to, isn't it?—Stroller in Grocery World.

Ninth Annual Picnic of the Saginaw Grocers and Butchers.

From the Saginaw Courier-Herald.

For various reasons the ninth annual picnic of the Grocers' and Butchers' Association was not as largely attended as on previous occasions. It was certainly not on account of the weather, for a finer specimen has not been seen in these parts this season and the 500 or 600 people who went to Bay Port with the picnic party thoroughly enjoyed the event.

Two trains carried the party, one leaving at 7:15 and the other at 7:45 a. m., while a considerable number waited for the regular at 8:10. Contrary to the regular custom, there were no games of any kind, nor was any formal program indulged in. The officers of the Association considered the question of a program and decided, after consultation with the members, that the work of managing games and sports detracted from the holiday feature of the occasion and made the affair no picnic at all for those who took an active interest in its conduct. Hence, no games and no trouble, no judges, no contestants, no disputes, and nothing but a big family gathering of people, who were there for holiday purposes exclusively.

That part of the forenoon remaining after train arrival was spent in prospecting, strolling about the beach and dancing in the pavilion to the music of Boos' orchestra. Luncheon followed, the arrangements being perfect for that sort of thing, with abundance of seats and tables in cool and shady nooks. In the afternoon sailing and boating parties were organized, while many took advantage of the splendid bathing facilities. Still others listened to and tried to believe the fish stories of the cottagers, who have an abounding faith and pride in Bay Port, as well as marvelous eloquence in describing their catches. The cottages are all filled, and yesterday's fine spell of weather gave the natives another lease of life for the holiday season. The dancing pavilion was well patronized during the afternoon.

So the day passed, quietly and pleasantly, and the happy party returned as they went, some on the afternoon regular, some at 6 o'clock, and a good number at 9, when the last train left, and the ninth annual passed into history.

Geo. W. McWilliams, formerly on the road for the Eesley Milling Co., of Plainwell, and for the past year in the employ of Butler Bros., of Chicago, has returned to Grand Rapids and engaged in the merchandise brokerage business. His office is at 210 Clark building.

Wm. Judson and family, who have been spending a fortnight on the Upper Lakes, are expected home Saturday. They went as far as Duluth.

Business Wants

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

BUSINESS CHANCES.

HAVING PURCHASED THE STOCK OF the Durand Dry Goods Co., at Durand, Michigan. I wish to sell my grocery stock here in Bronson. It is a snap for some one if sold this month. Will invoice about \$1,500. No trades. M. A. Herrick, Bronson, Mich. 572

FOR SALE CHEAP—GENERAL STOCK OF merchandise, invoicing \$2,500. Will rent store building and fixtures very cheap. Good farming country and excellent potato region roundabout. Dealer could handle farm produce to advantage. Do not care for money payment. Will accept ample security. Reason for selling, poor health and need of rest. Address No. 511, care Michigan Tradesman. 511

FOR SALE—GOOD PAYING DRUG STORE in Milwaukee; clean stock and new fixtures; no cutting; sales average \$22 per day. Excellent opportunity for right man. Address P. O. Box 434, Milwaukee, Wis. 509

A GOOD CLEAN STOCK OF SHOES, RUB- bers, gloves, hosiery, groceries and store fixtures for sale at 65 cents on the dollar of cost; good town, good location, good trade; best of reasons for selling. Stock invoices about \$4,300. If you cannot pay cash at the price, do not bother me. H. W. Clark, Portland, Mich. 508

FOR SALE—CIGAR WHEEL, BICYCLE style, almost new. Address Parrish & Watson, Ithaca, Mich. 504

FOR SALE—\$10,000 STOCK OF DRY GOODS, furnishings, shoes and groceries, located in a thriving manufacturing town of 2,500 inhabitants in Southern Michigan. Will sell stock complete or any department separate. Cash sales were \$30,000 last year. Good reasons for selling. Address No. 506, care Michigan Tradesman. 506

FOR RENT—THE BEAUTIFUL DOUBLE store building now occupied by Deutsch Bros. in best location in Beatrice, Neb., suitable for dry goods, clothing or department store, 50x100. Address P. O. Box 217, Michigan City, Ind. 505

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. Medallie, 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 21 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 TRA- verse 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. 499

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—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

STORE TO RENT IN CADILLAC; CE- ntrally 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—POSITION AS BOOKKEEPER by young lady who has had about a dozen years' experience in store and office and can give best of references as to character and ability. Address No. 513, care Michigan Tradesman. 513

WANTED—DRUG CLERK. MUST BE registered in Wisconsin; married man preferred; permanent position to right man. Address P. O. Box 434, Milwaukee, Wis. 510

WANTED—POSITION AS CLERK IN grocery or general store by man of fourteen years' experience. Salary, \$12 per week. Prefer not to leave the city. M. Heyboer, 202 Oakland Ave., Grand Rapids. 507

YOUNG MAN WANTS A POSITION IN A drug store. Graduate of school of pharmacy. No experience. Address No. 503, care Michigan Tradesman. 503

A RELIABLE MAN OF NINE YEARS' EX- perience, acquainted with several departments, desires store or office position in Central or Southern Michigan. Write for particulars. Address No. 502, care Michigan Tradesman. 502

DRUGGIST DESIRES SITUATION (COUN- try preferred.) Examined for registration last December. Soda dispenser (fancy drinks.) References furnished. Address Box 433, South Haven, Mich. 494

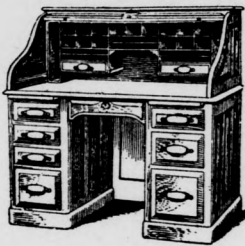
REGISTERED PHARMACIST, FIFTEEN years' experience, wishes steady position. Employed at present. Address No. 492, care Michigan Tradesman. 492

WANTED—A 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

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.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

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

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

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

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

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

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORN.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Fl. Hurons Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

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

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

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

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

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.

Lv. G. Rapids, 4:00a *7:10a 12:05p *4:30p *11:55p
Ar. Chicago, 9:00a 1:30p 5:00p 10:50p *7:05a
Lv. Chicago, 7:30p 6:45a 12:00p 4:50p *11:50p
Ar. G. Rapids, 12:30a 1:25p 5:00p 10:40p *6:20a

Milwaukee Via Ottawa Beach.

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

Traverse City and Petoskey.

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

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

Ludington and Manistee.

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

Detroit and Toledo Trains.

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

Saginaw and Bay City Trains.

Lv. Grand Rapids, 7:00am 5:20pm
Ar. Saginaw, 11:50am 10:12pm
Ar. Bay City, 12:20pm 10:46pm
Ar. from Bay City & Saginaw, 11:55am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Petoskey on day trains; sleepers on night trains.

*Every day. Others week days only.

June 17, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway July 1, 1900.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	* 4:05am	* 9:30pm
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Petoskey, Mack.	+ 2:00pm	+ 12:20pm
Cadillac Accommodation	+ 5:35pm	+ 10:45am
Petoskey & Mackinaw City	+ 10:45pm	+ 6:00am
7:45am and 2:00pm trains, parlor cars; 11:00pm train, sleeping car.		

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:40pm
Kalamazoo and Ft. Wayne.	+ 1:50pm	+ 1:50pm
Kalamazoo, Ft. Wayne Cin.	+ 9:45pm	+ 10:15pm
Kalamazoo and Vicksburg.	+ 12:30pm	+ 3:55am
Kalamazoo	* 6:00pm	* 7:00am
9:45pm train carries Pullman sleeping cars for Cincinnati, Indianapolis, Louisville, St. Louis and Chicago. Pullman parlor cars on other trains.		

Chicago Trains.

TO CHICAGO.
Lv. Grand Rapids, 12:30pm *9:45pm
Ar. Chicago, 5:25pm *6:30am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 9:45pm train has through coach and Pullman sleeper.

FROM CHICAGO

Lv. Chicago, 5:15pm *11:30pm
Ar. Grand Rapids, 10:15pm *7:00am
5:15pm train runs solid to Grand Rapids with Pullman buffet car attached.
11:30pm train has through coach and sleeping car.

Muskegon Trains.

GOING WEST.
Lv. Grand Rapids, 7:35am *1:53pm *5:40pm
Ar. Muskegon, 9:00am *3:10pm *7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 6:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon, 8:10am *12:15pm *4:00pm
Ar. Grand Rapids, 9:30am 1:30pm 5:20pm
*Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass'r and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

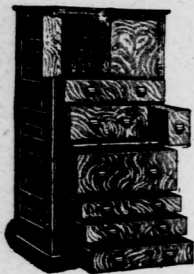
**50 Cents
Muskegon
Every
Sunday
G. R. & I.**

Train leaves Union Station at 9:15 a. m.
Returning, leaves Muskegon, 6:30 p. m.
50 cents round trip.

Use Tradesman Coupons



The Leonard Catalogue Cabinet



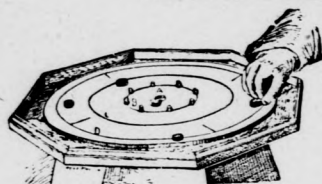
and System for Buyers
with four card indexes.

Holds 1,000 Catalogues, Circulars,
Etc.

First index finds the catalogue;
second index finds the articles;
third index is a buyer's record of
prices; fourth index tells the
movement of stock.

Send for full descriptive circular.
Don't you need both of these cabinets?

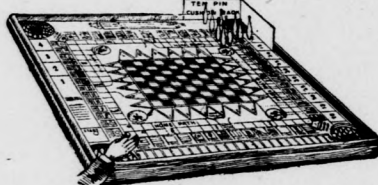
THE LEONARD MFG CO., Grand Rapids, Mich.



Nine Styles of Crokinole

With Checkers and Backgammon on back of board
without extra charge.

Our
**Game
Boards**
are
Matchless
in Merit
and Price



COMBINOLA

The great game board. Forty games in one.

The Leonard Sectional Electrotype Cabinet



Ten drawers in each section.
Buy one or as many as you need.
Add to it any time. Card index
with each purchase.

Price only
\$5.00 per section.

Our new line of
Holiday Goods
will soon be ready. Watch for announcement.
Kinney & Levan
Crockery Cleveland, Ohio

American Jewelry Co.,
Manufacturers and Jobbers of
Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

WANTED!

One Million Feet
of
Green Basswood Logs
Over 12 inches.

GRAND RAPIDS MATCH CO.,
GRAND RAPIDS, MICH.

Crushed Cereal Coffee Cake.

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

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

A. BOMERS, ..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

Representing

M. Brilles & Co., Allegheny City, Pa.
Parker T. Conrad, Richmond, Va.
E. R. Wiersema, Grand Rapids, Mich.
G. P. Kramer, Grand Rapids, Mich.

OUR LEADERS

Doc Andrus, Plaindealer,
Robin Hood, Little Barrister,
Three Sisters, Old Pards, Etc.

The Daudt Glass & Crockery Co.

Wholesale

**Earthenware, China, Glassware, Lamps,
Dolls, Toys, Etc.**

236 Summit and 230, 232, 234, 235 & 236 Water Streets,
TOLEDO, OHIO

Announcement:

Our various lines of Holiday
Goods are now complete and
ready for your inspection. We
herewith invite you to examine
our samples of

French, German and Austrian Decor-
ated China.

Bohemian Cut and Decorated Glass-
ware.

English Decorated Dinnerware.

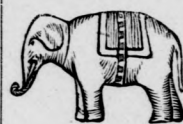
Lamps and Lamp Goods.

Dolls, Toys, Books and Pictures.

Metal and Celluloid Fancy Goods.

We shall be pleased to have you
pay us a visit. We will endeavor
to make the same both pleasant
and profitable for you.

The Daudt Glass & Crockery Co.



Tanglefoot Sealed Fly Paper



Catches the Germ as well as the Fly.

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

William Reid

Importer and Jobber of Polished Plate, Window, Ornamental

GLASS

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

GRAND RAPIDS, MICHIGAN

L. Butler, Resident Manager

Fleischmann & Co.'s Compressed Yeast



Strongest Yeast
Largest Profit
Greatest Satisfaction

to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

Grand Rapids Agency, 29 Crescent Ave. Detroit Agency, 111 West Larned Street.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND

G.J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.